

SOAP

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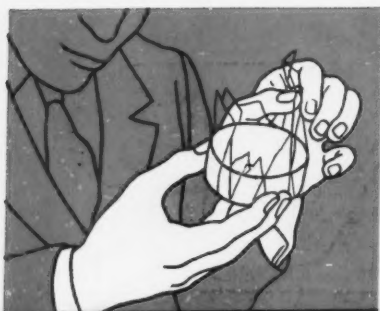
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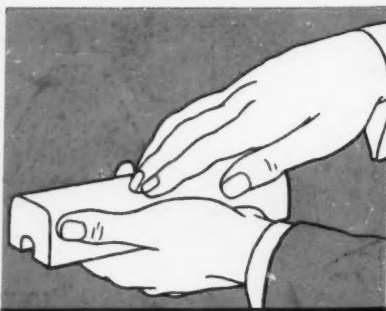
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FEEL THEM



SMELL THEM

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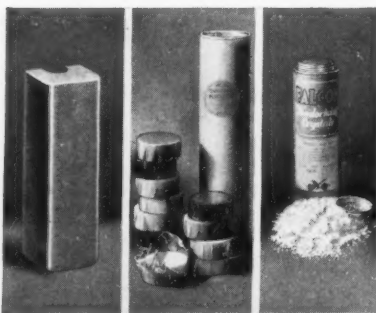
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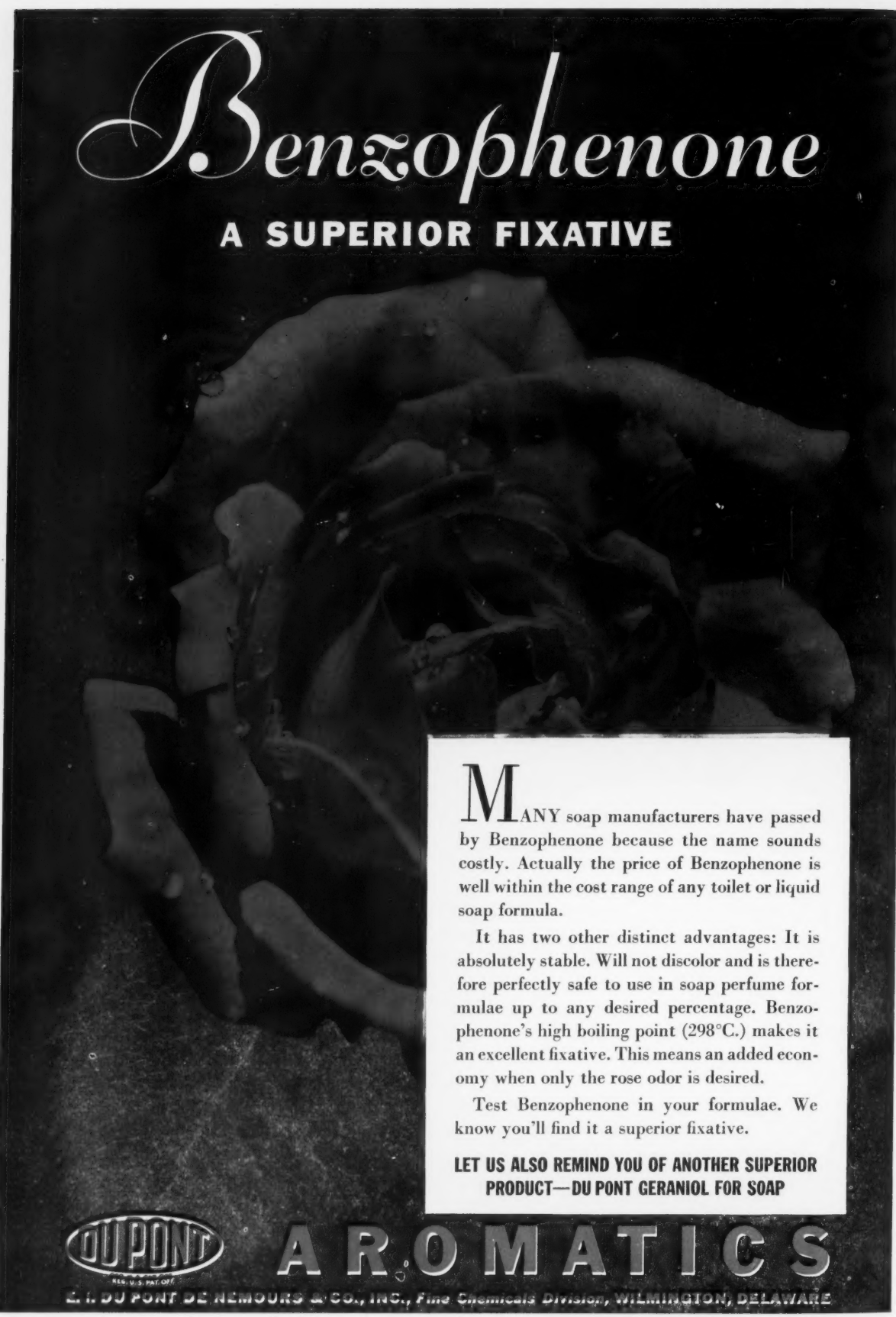
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AROMATICS

E. I. DU PONT DE NEMOURS & CO., INC., Fine Chemicals Division, WILMINGTON, DELAWARE

SOAP

Reg. U. S. Patent Office

Volume X
Number 6

Contents

June, 1934

«



SANITARY Products Section, which is included as a department of every issue of SOAP, begins on page 67. Production Section begins on page 55.

«

- Editorials 15
- Liquid Soap 17
- Detergents in Modern Dishwashing..... 21
- Injunction Issued in Lifebuoy Case..... 25
- Await Regulations on Excise Tax..... 31
- The Oil Soap Industry—(Part II)
By S. J. Miller..... 55
- Hold 20th Annual Insecticide and Disinfectant Meeting in Chicago..... 95
- Personal and Impersonal..... 35
- Contracts Awarded 43
- Records of Trademarks..... 49
- New Patents 41
- Market Reports44-47
- Current Raw Material Prices.....49-50
- Products and Processes..... 61

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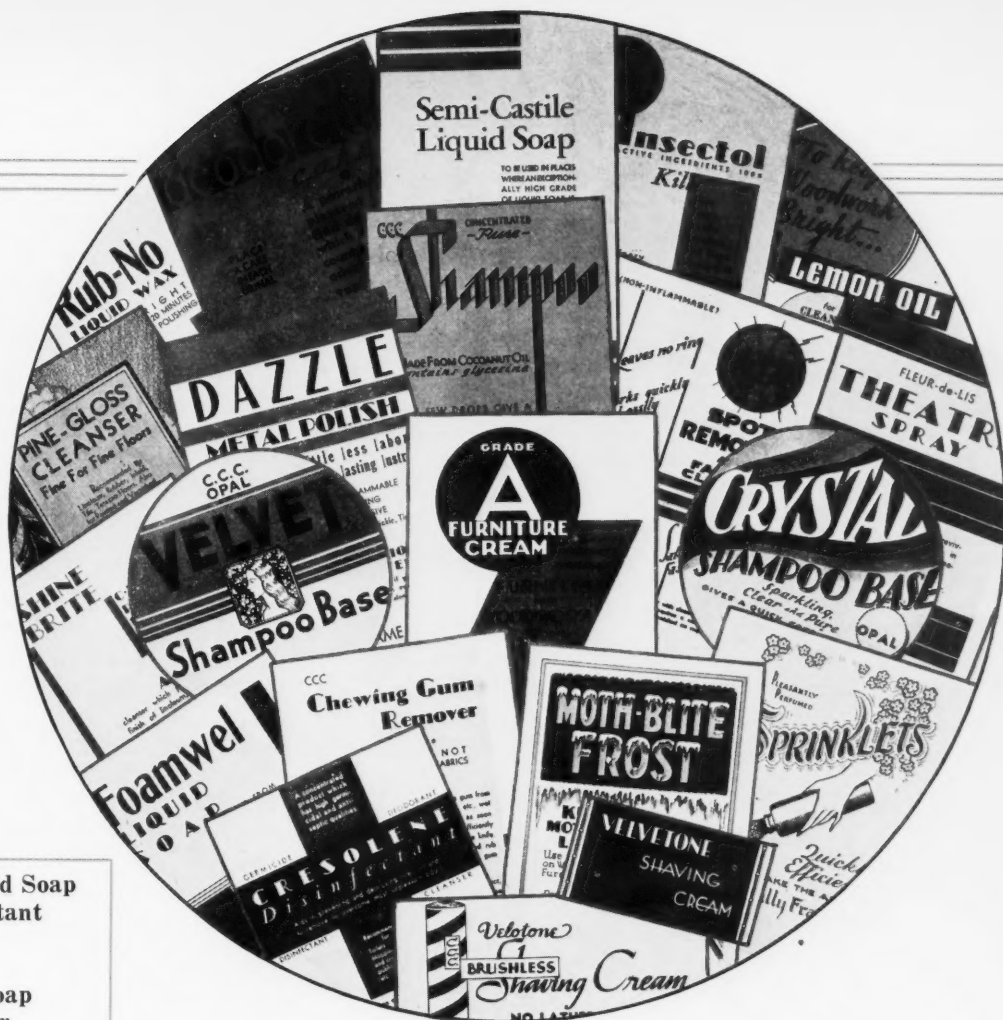
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FOR

SOAP

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PRICE—\$1.00 PER POUND

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does not require
polishing...

"BEAMAX" cuts floor maintenance costs by saving labor—no buffing is necessary on application, and no polishing is required.

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Dayton, Ohio

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Please send me without charge sample can of
"BEAMAX" Dries to a Lustre LIQUID WAX.

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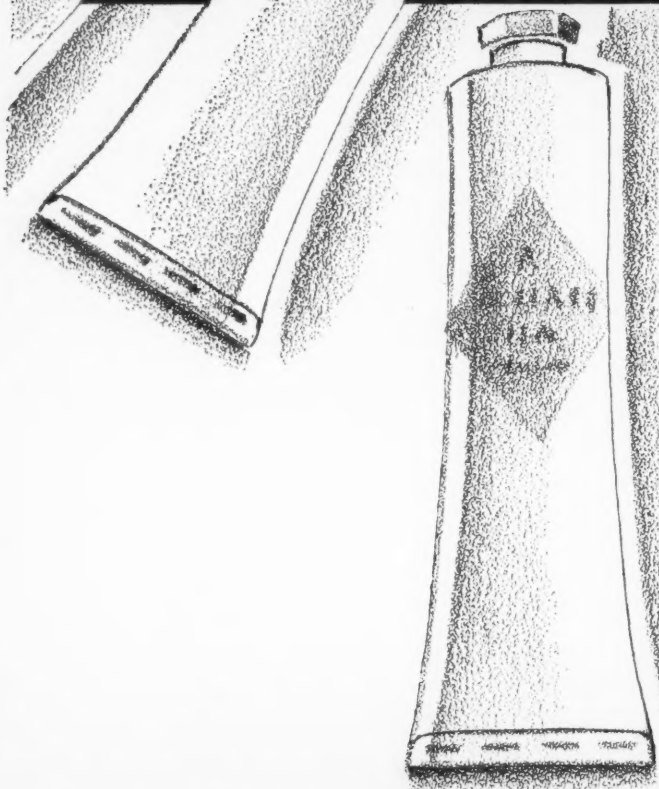
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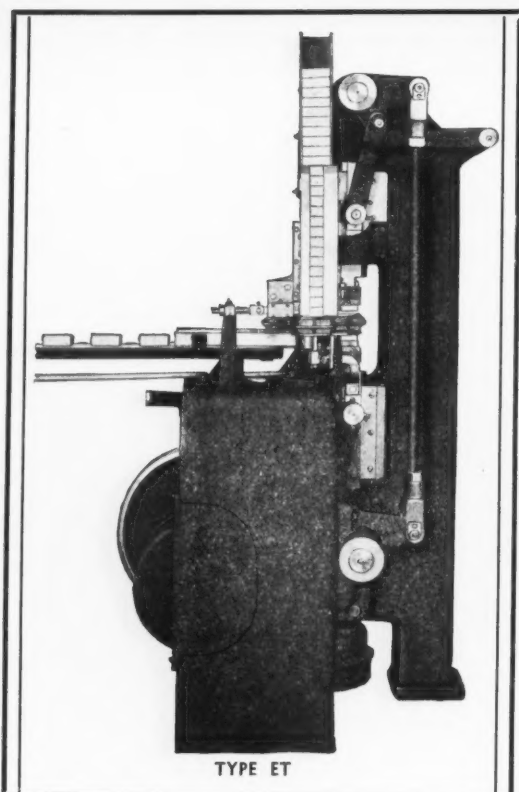
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Associated with Electro Bleaching Gas Company, Pioneer Manufacturer of Liquid Chlorine

June, 1934

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13



Brine and other lubricants discolor soap cakes. On most soaps, the Jones Toggle Press requires no pressing lubricant. Result: No discoloration of cakes.

“WORN DIES CAN’T DO GOOD PRESSING”



JONES toggle press conserves the life of dies, thereby doing better pressing and saving die makers' bills for new dies and repairing old ones.

A WORN geneva destroys dies. The geneva on the Jones Toggle Press runs in an oil chamber, avoiding its wear by constant, perfect lubrication and entirely preventing wear from gritty dust and other substances.

THE press is specially designed to bring the die box and dies into perfect relation so they do not wear. Complete absence of vibration also removes a source of die wear.

JONES new toggle operated presses more than *treble* the productive life of dies.

*For DIE ECONOMY,
BETTER LOOKING,
MORE SALEABLE SOAP*

replace your old presses with
JONES NEW TOGGLE PRESSES



R. A. JONES & COMPANY, Inc.
P. O. BOX 485 CINCINNATI, OHIO

The Standard Constant Motion Cartoner packages bottles, jars, tins, collapsible tubes and many other articles. It feeds, folds, and inserts direction sheets and corrugated board liners with the loads.



SOAP

Volume Ten

Number Six

EDITORIAL

WITH the issuing of an injunction by U. S. District Judge M. W. Byers on May 25 restraining a small soap maker from manufacturing, selling, or offering for sale a soap "which possesses a carbolic or cresylic odor and which is of light red or coral color, or of a shade of red which is . . . similar to the color of plaintiff's soap, 'Lifebuoy,'" — a precedent is set which may have far-reaching consequences in the soap industry, and which is likely to lead to further additional battles in the courts. This is the first time in which the controversy of Lifebuoy versus other "health soaps" has been adjudicated. Another case against a large soap manufacturer is pending. It is understood that still further suits are contemplated by Lever Brothers unless other soaps resembling Lifebuoy are removed from the market.

The significance of this Lifebuoy injunction against an obvious imitation is apparent. The entire subject of brand, design, odor, color, and the property rights which a manufacturer has invested in them, is involved. If Lever Brothers are successful in their second action against the larger soap firm and its greater resources, there is every likelihood that a precedent will be set which may alter the course of the toilet soap business very considerably. If Lever Brothers are sustained in the higher courts, it would not be surprising to see Palmolive undertake legal action of a similar nature.

THE concentration at which liquid toilet soaps of various types should be used in the dispensing system is a subject, which in our opinion, is worthy of further study by manufacturers with a view toward some definite, uni-

form recommendations to consumers. Failure of equipment is quite common and the causes do not always lie with the equipment. Plugged up and jammed valves may find their cause in the soap. Weak, watery soaps are unsatisfactory and the cause of much irritation and waste. They disgust the consumer with all liquid soaps to about the same degree as when he finds it impossible to obtain any soap from the dispenser because the valve is plugged up.

Somewhere there lies a happy medium in liquid soap concentration,—probably it is one figure for coconut oil soaps and others for olive, palm, etc. Then, there are the various types of valves and dispensers, a detailed study of which in relation to various soap viscosities might not be amiss.

Everything which the liquid soap manufacturer can do to help the consumer get satisfaction from his soap aids in the development of repeat business. Definite instructions for use should appear on every can and drum, and even an additional tag calling attention to the directions might help to prevent misuse of the product. Exact instructions for dilution, where the product is to be diluted, should be included with a warning against too great dilution. Where the imagination of a none-too-imaginative porter determines the concentration at which the soap goes in the dispensers, trouble is certain to ensue.

BECAUSE of the large tonnage of oils and fats on hand in the soap plants, and among other consumers of the United States, the belief exists that three or four months will be required before the full effect of the three-cent excise

tax on various imported oils will be felt in the price of domestic fats. For several months prior to the tax becoming law, there was a conviction that some kind of a tax on imported oils was inevitable. With this in mind, American soap makers probably produced more soap in the three months just preceding the adoption of the tax than in any similar period since the war. Plants ran day and night to build up stocks of soap to as great an extent as possible in order to secure a head-start on the tax. In spite of this feverish activity, and the heavy consumption of oils and fats which accompanied it, there undoubtedly still remain in the hands of soap makers large stocks of fatty raw materials. These, of course, where they are on the list of penalized oils, will be subject to the tax as soon as they go to the soap kettle.

During the first few days following the passage of the tax law, the market for domestic fats actually declined owing chiefly to almost a complete withdrawal from the market by consumers. As they return to the market, the price of domestic materials will probably advance somewhat more rapidly than under normal demand. The relative prices for domestic fats and imported taxable oils are still far out of adjustment. Purchasing in normal volume and actual consumption of new purchases will probably have to be resumed before the full effect of the tax on prices can make itself felt.

WITH the death of William Cooper Procter last month, came the end of the Procter line famous in the soap industry for almost a century. The death of James N. Gamble, last to bear the Gamble name, came just a few years ago. During more recent years, the mammoth business which they headed has been carried on by younger men, men who have worked up through the ranks. Like a well-oiled machine, the giant organization continues to function without interruption as the descendants of the founders pass on, leaving the organization alone to perpetuate the family names.

Very few of the names which were famous in soap manufacture fifty years ago, are today associated with the industry. Of course, there are the two outstanding exceptions, Colgate and Lever, which are still known the world around. Members of these two families continue to direct the affairs of the organizations which bear their

names. Quite true, it is, that the Lever name is comparatively a newcomer in soap industry history, the founding of that business dating back about fifty years. In the case of the Colgates, however, direct descendants of the founder are still actively engaged in the business which dates back over a century and a quarter,—a remarkable record in the history of modern industry.

A BAR of soap bearing on one side a relief of President Roosevelt's head with the name "Roosevelt" beneath, and on the other a replica of the NRA blue eagle, has come to our attention. The soap, a double white bar, bears no identification or other mark. By those who are acquainted with the legality of such use of the President's name and picture, we are informed that the practice is specifically forbidden by federal law and also is unlawful according to some state statutes. The use of the NRA blue eagle insignia as part of a trade mark or product mark is likewise said to be unlawful. The soap in question is probably being turned out by some soap maker in all good faith and without any intent to break the law. However, both manufacturer and distributors may run into trouble with a product of this type. A more careful investigation of the legal side of the subject before putting such a design on the market is certainly to be recommended.

LAST month, the *Sir James Clark Ross* arrived at Staten Island, N. Y., with some 20,000 tons of whale oil for a leading American soap manufacturer. The whaler arrived from South African waters, after dropping off her whaling crew in Norway, with a full cargo of oil. In previous years, she had fished in the Antarctic Ross Sea, but this season, the coast of Africa was the scene of her operations. This is the first bulk cargo of whale oil to reach the American market since May, 1932. It was in that year that the greatest whale oil production in history flooded the fat markets of the world. Shipments to the United States alone in 1932 approximated 100,000 tons. Although the tonnage coming to American shores this year is much smaller, there still remains unsold in Europe some 350,000 tons of whale oil. And such oil as does come into the United States, is subject to the three-cent excise tax upon first processing.

Liquid Soap

AT WHAT concentration should liquid toilet soap be used for best all-around satisfaction, most effective cleansing action, and maximum economy? This question has been submitted to a few leading liquid soap manufacturers, most of whom at some time or another have studied the matter and conducted practical experiments in school, factory, public lavatory, or institution. Their answers show considerable variation and differences of opinion, and likewise demonstrate that much of the liquid toilet soap being consumed today is not used in a manner to give the maximum satisfaction. The most common mistake seems to be the use of liquid soaps at too low a concentration. The idea is, of course, that by diluting the soap to a greater extent than is intended by the manufacturer, the consumer is making a gallon of soap go just that much further. This error is not confined alone to the small consumer by any means.

Railroads, parlor cars, office buildings, and many other large users think that they are saving soap and saving money by cutting the soap concentration down before filling their dispensing systems. In fact, the thin watery character of the soap on some of the railroad trains is notorious. Tests have shown that this is commonly used at about seven per cent soap solids, and sometimes as low as five per cent. What is the inevitable reaction? In order to get up a lather, the passenger pumps the dispenser three or four times as



At What Concentration Should a Liquid Toilet Soap Be Used in Dispensing Systems for Best All-Around Satisfaction?

often as he should have to, gets this much more liquid than he should, and much of it runs off his hand and through his fingers, and is lost. The soap which remains is so low in soap content that it works up a lather only with difficulty. If the hands are badly soiled, the cleansing action is far from satisfactory.

Several years ago, the specifications division of the American Telephone and Telegraph Company conducted a series of experiments on liquid toilet soaps in all parts of the United States among its thousands of employees and those of subsidiary companies. The tests covered winter and summer use, hand-washing in factories, telephone exchanges, and among men and women. The data collected formed the basis upon which the company drew up its specification for liquid toilet soap and upon which instructions were issued to its building superintendents for dispensing the soap. The concentration decided upon for best all-around use was fifteen per cent total soap plus glycerine, which would give

the anhydrous soap content some two per cent below this.

In discussing this with one of the specifications division executives of the company, he pointed out that although their specification called for "pure vegetable oil" as a base, they preferred a soap made mostly from coconut oil and containing an appreciable proportion of some bland oil such as olive. He also pointed out that they had had a good many complaints on hand chapping from telephone operators during cold weather and had found that these complaints were somewhat reduced where an olive-coconut soap was used instead of straight coconut. These complaints also were a factor in causing the issuance of instruction for thorough rinsing and drying of hands after washing, and also in bringing up for consideration the possibility of reducing the concentration of the liquid soap as used. However, the fifteen per cent figure was adhered to as the one representing good cleansing action, not too harsh an action on the skin, and economy in use.

Probably ninety per cent or more of all liquid toilet soap sold is used for hand-washing exclusively, and mostly in public lavatories, that is lavatories outside of the home. This means that it is always used from a dispensing system or from individual dispensers. These all are equipped with valves of one kind and another, and on the whole, these valves are subjected to rather rough usage. The concentration of the soap which flows through them very frequently is the determining factor in whether they do or do not operate properly. Too high a concentration of soap solids may give a thick, viscous solution which may not flow freely. The valve may become plugged up when not in continuous use by evaporation of water from the soap in the valve depositing soap solids in the moving parts. On rare occasions, if the soap be too thin and watery, a valve which is not altogether tight may leak. Where coconut oil soaps are used, their viscosity is low and they ordinarily flow through the valves freely. Where other oils form the soap base, however,—for example, palm oil,—the viscosity increases very materially as the concentration of the soap goes up. This also represents an angle of the subject which must be considered in recommendations of concentration for use.

L IQUID soap manufacturers should know at which concentration their products are best used. Hence their opinions can well form the basis of recommendations which are passed along through distributing channels to the user. A few views on the subject, given briefly, follow:

J. L. BRENN, Huntington Laboratories, Huntington, Ind.—"Some years ago we made a very exhaustive cost finding study of various types of liquid soap in different institutions and industries with the view of determining the lowest possible cost per employee. On the basis of that investigation, we decided to recommend an 18 per cent soap as being the best average product. I

might say, however, that the difference between 15 per cent and 18 per cent soap was not great enough really to consider very serious and our only reason for adding the extra 3 per cent was to assure good cleaning and lathering qualities. In this investigation, we used one large university; one consolidated public school; a printing plant; corset factory; a large machine shop; a medium sized mail order house; an insurance office and a lead processing plant, so you can see that we had quite an assortment of different conditions to buck up against."

HERBERT KRANICH, Kranich Soap Co., Brooklyn—"Similar to everything else in the economic scheme of things, the consumer is rarely considered. Let us endeavor to get the consumer's angle on the question instead of the buyer's viewpoint which latter is usually primarily concerned with the expense of liquid soap. Mr. Consumer wants a soap which is relatively mild, free of soap odor, of satisfactory lather and one which does not require a second application because the first is deficient when his hands are wet and dirty.

"We do not consider that 10%, 15% and 20% liquid soaps, made from coconut oil, are satisfactory. We believe that a concentration of 30% is more desirable and not made up entirely of coconut oil. The higher percentage soap fulfills all of the consumer's ideas as to what he desires. There would be less filling of soap apparatus, less cost for freight and handling charges. A drum of 30% equals three 10% drums. Container costs are also cut down and production charges are reduced. As a matter of fact, we have never been able to understand why there was a need for a liquid soap of 10% concentration.

"On final analysis, the most expensive soap to use from the buyer's standpoint and the ultimate user's standpoint, is the 10% liquid soap, irrespective of the price at which it is sold. The past policy of sales representatives in their over-zealous desire to sell anything at a price, has placed upon the buyer a habit. This habit has now become the custom, so that price is the only thing that seems to interest the ultimate buyer. For example, a 10% liquid soap selling at 20c. per gallon, costs more than the 30% liquid soap selling at 35c. per gallon. On this basis, the 10% liquid soap considering the soap percentage present, really costs 60c. per gallon. The actual user of the soap, will use four times as much 10% liquid soap from a dispenser than the 30% liquid soap. Data from sales records over a period of years, shows specifically that the 20% liquid soap outstrips the 15% and 10% liquid soaps.

"In this connection, is there any satisfactory mechanical apparatus on the market to dispense 30% liquid soap or have the manufacturers of these dispensers followed the line of least resistance and designed their equipment for the thinner soaps?"

J. FREDERICK PALMER, Palmer Products, Inc., Waukesha, Wis.: "There is much to be said in regard to all percentages of liquid soap, and one cannot make a

definite recommendation unless the soap dispensing device itself is taken into consideration. First, let us assume that the installation is a cheap type soap dispenser with the lift-up valve that does not have any control on the dispensing of the soap. In that event, a very low percentage of soap is absolutely advisable from the standpoint of economy because these dispensers dispense considerable more liquid soap, than they should, and the flow of soap is not controlled. Therefore, a more liberal quantity of soap is dispensed in the hands and a lower percentage of soap, of course, in this case will supply, because of the larger quantity of soap delivered, sufficient saponification for cleansing.

"If a soap dispenser of the push-in type, that has regulated delivery, and only delivers soap on the operation of the plunger, and does not permit of a continuous flow of soap, then with my limited experience, I would suggest a soap of 15 to 18 per cent for most all conditions. However, if it was an exclusive club, or a higher-grade institution, then I would always recommend 20 per cent soap, and, of course, again the recommendations depend entirely on the raw materials that are used in the production of the soap. It is true that most liquid soaps are made from cocoanut oil. Cocoanut oil saponifies freely, makes a good, rich lather, and yet many are blending their soaps with oils that do not create a lather compared to the lather of cocoanut oil, and in that event, the percentage of soap solids must be higher in order to provide the cleansing qualities necessary."

GEORGE L. SIMMONDS, U. S. Sanitary Specialties Corp., Chicago: "We believe 15 per cent anhydrous the best concentration for all around lavatory use. It gives maximum lathering and cleansing service without waste. Higher concentrations seem unnecessarily rich, and lower concentrations often do not produce a rich lather quickly, thereby causing the user to press the soap valve more than should be necessary."

R. H. YOUNG, Davies-Young Soap Co., Dayton, O.: "The best concentration at which to use a liquid soap is the concentration which is most pleasing to the customer. Uncle Sam says that an 18 per cent liquid is the best concentration to use. There's nothing wrong with it. But we have an idea that a 10 per cent liquid soap solution will do the work just as well and may save a little money for the consumer. Why? I'll try to give you our reasons for that stand."

"Close observation of a gentleman using liquid soap indicates that he gives the plunger about four pushes no matter whether it contains 20 per cent liquid soap or 10 per cent liquid soap. In other words, he will use the same quantity of one as of another, and as a matter of fact, he will use more than is necessary of either one of them."

"Now with four punches on a dispenser containing a 10 per cent liquid soap, he will only take out half as much soap as he would if it contained a 20 per cent liquid. Then, there is the additional feature, that the 10 per cent liquid soap will not have the tendency to

clog the dispensing system as rapidly as will a 20 per cent liquid. There is more water to evaporate from a 10 per cent liquid than there is from a 20 per cent as is self-evident. This is just my personal opinion, and I give it to you for what it is worth."

CHARLES B. SOLLY, Harley Soap Co., Philadelphia.: "We believe that it always is to the best advantage of any buyer to purchase liquid soap in the concentrated form, namely, 40 per cent anhydrous value. This is a matter of conserving dollars and cents and eliminating freight on water. For the actual consumption of soap in wash rooms, it is our opinion that this soap should not be below 15 per cent for satisfaction. Most of the fellows who wash up in wash rooms are salesmen out of work. We believe that they are generally in a hurry when washing their hands and they look for quick lather. From my own observations when I have had occasion to use liquid soap, I have often been angry and annoyed by the weak soap content when it is not being sufficient to make a good lather."

S/S. SELIG, The Selig Company, Atlanta: "Our experience indicates that for general lavatory use, a high grade pure cochin cocoanut oil liquid soap having an 18 per cent anhydrous soap content and slightly perfumed with a good perfume, is best. Water conditions in various sections require a soap that will satisfactorily function in soft, medium or hard waters. A lower soap content is extremely unsatisfactory in hard waters because it is almost impossible to procure a good lather with economical use of soap. The lower soap content causes considerable waste as well as making dissatisfied users."

"A higher soap content than 18 per cent tends to 'clog' soap dispensers, and appears impractical from this standpoint. The user finds it impossible to procure soap from the dispenser and thus become displeased."

"An 18 per cent soap eliminates unnecessary handling by attendants, and being ready and suitable for use under practically all conditions, it is always standard in each particular location where used. The users soon economize through habit, because, due to its standardization, a certain amount always produces the desired lather for the individual. This also promotes satisfaction among the users."

"Using an 18 per cent liquid soap as above mentioned also proves economical and practical because adult consumers will average approximately 6500 to 7000 washes (pairs of hands) per gallon, high school students will average 5000 to 5500 and the lower grade school children will average 4000. When using lower soap content, these figures fall off in greater proportion than the proportionate decrease in soap content. The higher soap contents prove impractical from the standpoint of satisfactory dispensing equipment, and even slightly higher soap contents which do work satisfactorily in dispensers show approximately the same average production in washes and therefore prove more expensive in actual use."

(Turn to page 121)

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DETERGENTS

In Modern Dishwashing

JUST as the soap flake and more recently the soap bead has pushed the soap cake out of its old position of preeminence in household cleaning, so in recent years has the special-formula washing preparation replaced the old straight soap powder in large-scale dishwashing. These "tailor-made" products are in many cases supplied only after a complete study of the wash water has shown by chemical analysis just what must be incorporated in the formula to secure optimum results. Most hotels and large restaurants long ago abandoned bar soap and hand dishwashing, finding this method of cleaning their dishes wasteful of both soap and labor. Other disadvantages included unevenness of results and inability of the system to produce uniform cleanliness of dishes in periods of pressure. First semi-automatic, and later completely automatic machines were introduced, eliminating the human element and effecting economies both in labor and materials.

Soap powder was at first the usual washing material. Twelve to eighteen per cent of anhydrous soap, with the balance of the mixture soda ash and water, was satisfactory as far as cutting the grease went, but the heavy alkali

content had a tendency to injure china as well as the hands of operators. With the concentration of the washing solution varying widely, the solution was at times so weak as to give a deficient washing job and again so strong that it dulled the pattern on the china and played havoc with the skin on the operators' hands. The use of soap chips was of some assistance in remedying these latter difficulties, but left other problems unsolved, such as hardness of water, excess soap consumption, etc.

The products now in general use in hotel and other large-scale dishwashing are, as indicated above, usually made up especially for each institution. The soap salesman checks over the system and special conditions faced, taking a sample of wash water to his chemist. This is analyzed and, where the account is sufficiently large, a special formula is built up to suit the conditions present. The hardness of the water, due to its magnesium or calcium content, is taken care of by the addition of the proper amount of water softening material to the formula. For this purpose, potassium carbonate, soda ash, sodium metasilicate or trisodium phosphate may be used,—the selection of the exact ingredients depending in many



Arrangement of counters, dishwashing machine, and dish racks in the kitchen of an institution, planned to minimize the distances dishes are carried during and after use.

cases on how much the buyer is willing to pay for his material.

The neutralization of the hardness of the wash water, where a soap compound is used, is a highly important function of the washing material, and has a double purpose. First it reduces soap consumption, as all the soap is then available for the detergent action,—none of it being lost in initial softening of the water. Second, it eliminates the problem caused by the deposit of a scum on glassware and dishes where a hard water is used without being softened. The soap, of course, forms insoluble soaps by combining with the calcium or magnesium which is responsible for the scum.

In the middle-west, the hardness of the water has been a problem in large-scale dishwashing for many years. It has been the incentive to develop numerous new combinations to overcome the drawbacks of soap flakes, soap powders, and other soap mixtures. Combinations of trisodium phosphate with soda ash, or with modified sodas, have been numerous. Most of these special detergents contain no soap at all. In some instances, trisodium phosphate is being sold straight without admixture under trade names for the purpose. The use of soda ash and the modified sodas, however, cuts the cost of these washing mixtures. The modified sodas are used where the alkalinity would be too high if too large a percentage of soda ash were included. There are also combinations using mixtures containing sodium metasilicate. In some large scale washing operations on dishes and glassware, this product is also used straight. In these middle-western areas, the tendency is to decrease the use of soap as an ingredient of dishwashing compounds, the various alkali salts alone or in combination taking its place.

Among the newer products recently introduced for dishwashing machines is the solid briquette. The makers point out that where washing powders sometimes contain as high as fifty-five per cent of water, the briquette is one hundred per cent cleanser,—a completely dehydrated mixture. Another advantage claimed

for the solid form is that the cleanser dissolves slowly and at a uniform rate of speed. Thus, they say, economies are effected and the concentration of the solution is kept constant at all times. This latter point is important as obviously it is ineffective to allow the strength of the solution to fall too low and merely wasteful to allow it to go too high. The ideal situation is, of course, to maintain the wash water at all times at a uniform and efficient strength,—at a constant pH. This, the makers of briquettes say, is accomplished by using the solid rather than a powdered product.

PASSING from the type product used to the actual problems encountered in specific dishwashing installations, a review of general practice as illustrated in a few leading metropolitan hotels, gives a good picture of modern methods. In one hotel visited, six automatic machines are in use,—the main installation serving the dining room, and special machines being set up in the banquet department, the tea-room and the employees' cafeteria. In another hotel, sixteen machines were in use, including those for glass and silver washing. Their experience has been that the system functions more efficiently if transportation of the dishes is kept at a minimum and each restaurant unit is given its own machine.

These two hotels are of approximately the same size and each serves up to seven or eight thousand diners a day. In one, it is estimated that the dishwashing department consumes approximately 100 pounds of its particular washing product a day. In the other hotel, where a more expensive formula is used, along with an apparently more efficient system, the consumption is kept down to thirty pounds a day. The products commonly used range in price from about three and a half to twelve or fifteen cents a pound, depending on the particular nature of the formula and quantity used.

Most of the machines used are of the same general type. The dirty dishes are stacked in racks and fed by hand into the receiving end of the machine. There

the automatic machinery takes charge of them, steering them into a chamber where a heavy spray of the hot detergent solution is played over them, dissolving and carrying off grease or dirt. The racks then move into the rinsing chamber and thence to the delivery end of the machine. They can be allowed to dry in the air, or may be wiped, the latter being the usual course, particularly in the banquet departments.

THE most common and somewhat old-fashioned way of applying the detergent is the use of a perforated metal box which is filled with the dry material and dropped into the solution chamber. One box inspected held about three pounds. As the water flows in and out of the box through the perforations, it dissolves enough of the washing powder to maintain the concentration of the washing solution. It seemed obvious that a washing solution of uniform strength could not be obtained by this method as the dissolving rate would be speeded up when the container was freshly charged and would taper off as the contents were used up. Other containers are in use which incorporate regulators,—allowing different adjustments for different sized wash tanks and varying speeds of operation.

Another system inspected is one in which the washing preparation is put into a container on top of the machine. Water is piped up to the container and a few drops at a time allowed to trickle through the detergent and then drop into the washing chamber. A gauge controls the volume of dissolved detergent allowed to drip into the washing chamber. This machine was reported to be very economical in soap use and was also said to maintain a highly uniform concentration of the washing solution.

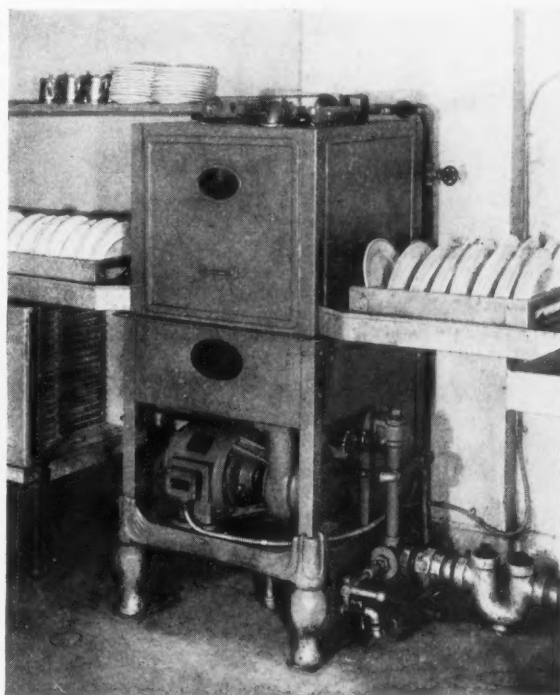
In the washing of glassware, a slightly different machine is used with the same washing material. The glasses are set up in trays and inserted by hand in small washing machines. From the bottom a hot solution of the washing preparation is sprayed up over the glasses, following which a spray of clear, hot water rinses them from above. They are then polished by hand. Most hotels use the same preparation for glass washing as for their china. Sodium metasilicate is a common ingredient in these products, its presence being held particularly helpful in washing glasses. The use of sodium metasilicate in the formula is also said to give quicker draining and more rapid, even drying.

The need of each hotel and institution for a special dishwashing formula for its own use, gives the small specialty maker a chance to compete with his larger competitors on more even grounds for this business. Perhaps he cannot match them in the bulk or consumer package market, but on a specialty product he has the opportunity, if he will take it, to compete on even terms. He is in position to know the peculiar conditions of his own locality better than out-of-town concerns, and is always on hand to check up on the system and make any necessary changes in the formula. By selling something more than just so many pounds of washing powder,

he can secure a better price for his product. And in the dishwashing department of a hotel the price of the product used is seldom the primary consideration. The management knows what damage can be done to its reputation by allowing a greasy dish to get in to the dining table, and will usually consider the prevention of such costly mistakes to be far more important than a minor price consideration. The dish washers are the lowest paid and poorest trained employees in the average hotel or institution, and must be given products to work with which need little discretion in their use. All the thinking must be done ahead of time by the supplier.

This mention of the "tailor-made" or special formula products to meet the water and washing conditions of the various hotels and institutions, may have a slightly humorous vein for the manufacturer who makes and sells his standard detergents in large tonnage. It is granted that the water conditions of any locality are likely to be more or less uniform and that a product which is suitable for one hotel in a certain city, will also be suitable for another in the same city. However, in many hard-water districts, various types of water softening equipment are in use by individual institutions while others may be using the local water supply as is. Where the washing material is made up altogether of alkali salts and contains no soap, standard formulas are naturally more generally suitable. Where the water-softening effect of the product ends and its detergent action begins is not, under these conditions, of particular

(Turn to page 45)



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Injunction Issued in Lifebuoy Case

Lever Brothers Restrain Jay's Chemical Corp. Alleging Imitation—Suit Also Filed Against Eavenson and Wholesale Grocer—Decision Significant as It Bears on Entire "Health Soap" Situation—Color, Odor, and Shape Lever Property, Opinion Holds.

IN A most significant decision handed down in some time as far as the soap industry is concerned, Judge Mortimer W. Byers in the United States District Court for the Eastern District of New York, issued a temporary injunction on May 25 restraining the Jay's Chemical Corp., Brooklyn soap makers, from manufacturing or selling a soap which possesses a carbolic odor and of a light red or coral color, and sufficiently similar to Lifebuoy Soap as to cause confusion in the trade or which is calculated to deceive the purchasing public into believing that the soap manufactured by Jay's is the same product as Lifebuoy. The soap against which the injunction was issued is the "Life-Guard" soap made by Jay's Chemical Corp.

Suit has also been filed by Lever Brothers Co., owners of Lifebuoy, against J. Eavenson & Sons, Inc., of Camden, N. J., and R. C. Williams & Co., New York wholesale grocers. This suit was originally filed in the Supreme Court of New York State, but was later transferred to the U. S. District Court. Attorneys for Lever Brothers in both actions is De Forest, Cullom & Elder of New York. Attorney for Jay's Chemical is Herbert Tenzer. Attorneys for Eavenson and Williams are Fish, Richardson & Neave.

The injunction order in the Lever-Jay's case by Judge Byers reads as follows: "This cause having come on to be heard, upon plaintiff's motion for a preliminary injunction, and having been argued by counsel; thereupon, upon consideration thereof, it is ordered that the defendant, Jay's Chemical Corporation, its officers, agents, servants, employees and all persons holding by, through, or under it, be, and the same hereby are, each and all, during the pendency of this action and until further order of the court, enjoined and restrained:

"1. From manufacturing, selling, advertising or offering for sale, or otherwise disposing of any soap not made by or for plaintiff, which possesses a carbolic or cresylic odor and which is of a light red or coral color, or of a shade of red which is so similar to the color of plaintiff's soap, 'Lifebuoy,' as to be likely to cause confusion in the trade or which is calculated to deceive the purchasing public into believing that the soap so made or sold by defendant is the manufacture of plaintiff;

"2. From using in connection with the manufacture, sale or offering for sale of soap or any similar product, the name 'Life-Guard,' or any other name or mark confusingly similar to plaintiff's trade-mark 'Lifebuoy'; and it is further

"ORDERED that within three days from the date hereof, plaintiff execute and file with the clerk of this court an undertaking with sufficient sureties, that the plaintiff will pay to the defendant so enjoined such damages, not exceeding the sum of \$2,500, as it may sustain, by reason of said injunction if the court finally decides that plaintiff is not entitled thereto."

The opinion of Judge Byers in the Lever-Jay's case was in part as follows:

"Upwards of thirty years ago, the plaintiff began to manufacture and sell in the United States 'Lifebuoy' soap, light red in color and having a carbolic or cresylic odor; the business so established has consistently grown and increased through the years, in part as the result of intensive advertising of all kinds. The plaintiff's business today is of very substantial proportions.

"The trade-mark 'Lifebuoy' was registered in the United States Patent Office by the plaintiff over forty years ago, and has been renewed, and the trade-mark has been continuously used by the plaintiff to identify the product above described. In 1901 or thereabouts, the cakes of soap in convenient size for personal use were marketed in their present octagonal form, and that practice has continued during the intervening years.

"This 'Lifebuoy' soap has come to be widely identified by the consuming public and by distributors as the product of the plaintiff; that is to say, the name, color, odor and shape of the soap, in the combination developed by the plaintiff (including the use of the term 'health soap') constitute a commercial property which is distinctive and which is associated with the plaintiff in the public mind.

"The defendant company has been in existence for about two years, and in 1933 started the manufacture and sale of a competing article, for which it adopted the designation 'Life-Guard Health Soap.' The defendant's purpose in so doing was to devise a product substantially like that of the plaintiff's in color, odor, shape and general appearance, and to market it under a name which would be so like that adopted and used by the plaintiff that it can be fairly termed an imitation. While this purpose is disclaimed in the defendant's affidavits, the stenographic record of a portion of an interview between an agent of the plaintiff and an officer of the defendant corporation discloses such a purpose.

"By way of accomplishment, the defendant has made and sold a toilet soap in cakes of the same shape and substantially the same size and of substantially the same characteristic odor and color as the plaintiff's 'Lifebuoy' soap, using the name 'Life-Guard.'

"Before adopting a formula for the manufacture of this soap, the defendant caused the plaintiff's product to be analyzed in order to determine the nature and quantity of the chemical employed by the plaintiff to impart the characteristic odor above referred to, and then adopted the same constituent in its own product, sufficiently to accomplish its said purpose. The color of defendant's soap, while of a slightly different shade from that of 'Lifebuoy,' is sufficiently close to it to cause confusion

between the two articles, in the absence of opportunity to compare them in a natural light; that is to say, under conditions that do not exist in the ordinary retail store.

"Had the defendant masked its purpose by adopting only one of the characteristic properties of the plaintiff's product—if, for instance, it had adopted a blue color or green instead of the red; or if it had adopted the same color and a different odor, and had not employed the word 'Life-Guard' in obvious simulation of the plaintiff's trade-mark—the mere use of the octagonal shape cake or the term 'Health Soap' could not well be the subject of complaint; but the aggregation by the defendant of all of the characteristics of the plaintiff's product, as described, makes it abundantly clear that the defendant intended to imitate the plaintiff's product and to enter into unfair competition with it, and there are no allegations of fact contained in the defendant's affidavits which point to a different conclusion.

"The defendant relies on the alleged fact that toilet soaps of a reddish color and having a carbolic odor have been manufactured and sold in the past. This is not susceptible to present determination, but the only instance which the defendant's papers disclose of the manufacture and sale of a carbolic acid soap artificially colored red, which was on the market when the defendant company was organized, is that J. Eavenson & Sons, Inc., whose 'Jesco' oval cake may be thought to have been shown in then current sale in the Philadelphia market; but that fact does not prove that the defendant had the right to imitate plaintiff's product. The defendant is not making something which simulates the Eavenson product, while such is the compliment that it is paying to the plaintiff.

"Much is said in the defendant's papers about monopoly and other things which have no bearing on this controversy. The disposition of this motion is not to be taken to indicate that the plaintiff is thought to be entitled to monopolize the manufacture and sale of red carbolic toilet soap. It is to be taken to indicate that the plaintiff has shown sufficiently for the purposes of a temporary injunction, that the defendant has almost completely copied the plaintiff's product in an effort to gain an advantage from the good-will of the plaintiff's business. In other words, it is thought that the plaintiff has brought itself clearly within the language of the opinion in the case of *Harvey Hubbell, Inc., v. General Electric Co.*, 262 Fed. 155, in which it is said:

"Nor is this in conflict with the now well-established rule that, if an article has a leading and striking characteristic, which characteristic is designedly given by its maker, and advertised and exploited, and afterward recognized, particularly by purchasers, because of such characteristic, the right to make and use the characteristic can be protected by an action, if an imitation is perpetrated. This rule finds its support in what is referred to in the cases as non-functional unfair competition. It presupposes that the appearance of the article, like its descriptive title, has a secondary meaning, and has been associated in the public mind with the first comer as a manufacturer or source, and if a second comer imitates the article exactly, so that the public will believe his goods have come from the first and will buy, in part at least, because of that deception, the court will enjoin the second comer'.

"To apply the foregoing to this case, it may be observed that the plaintiff was the first comer as the manufacturer of 'Lifebuoy' soap, which possesses easily recognizable non-functional characteristics of color, odor, and form, which the public has come to regard as desirable, since the business has developed into a substantial enterprise.

"It does not change that fact, nor lessen its legal implications, to assume without deciding, that there may have been at odd times and in sundry places, here and there, red colored, so-called carbolic soaps, which may have en-

joyed a brief popularity. The defendant has not undertaken to capitalize the advertising efforts of defunct or obscure enterprise, nor to imitate products other than that of the plaintiff.

"It follows that the plaintiff is entitled to a preliminary injunction against the defendant, enjoining the latter *pendente lite* from:

"(1) Making or selling or offering for sale or otherwise disposing of any soap, not made by or for the plaintiff which is of a light red or coral color and possesses a carbolic or cresylic odor;

"(2) Using the name 'Life-Guard' or any other imitation or simulation of the word 'Lifebuoy.' The amount of security to be given by the plaintiff may be agreed upon by the parties and, if this is not possible, the court will fix it on the settlement of the order to be entered hereon."

THE original complaint in the case of Lever Brothers Co. against J. Eavenson & Sons and R. C. Williams & Co., states in part as follows:

"First: That plaintiff is, and was at all the times hereinafter mentioned, a corporation duly organized and existing under and by virtue of the laws of the State of Maine, and duly qualified to do business in the State of New York.

"Second: That defendant, J. Eavenson & Sons, Inc., is, and was at all times hereinafter mentioned, a corporation duly organized and existing under and by virtue of the laws of the State of Pennsylvania.

"Third: That defendant, R. C. Williams & Co., Inc., is, and was at all the times hereinafter mentioned, a corporation duly organized and existing under and by virtue of the laws of the State of New York.

"Fourth: That plaintiff is, and has been since 1898, the manufacturer of a toilet and bath soap red in color and having a cresylic or carbolic odor, which is sold under the trade-mark 'Lifebuoy.' Said soap is sold in many countries of the world and in all parts of the United States, in large volume, and is well-known as a standard product of high quality.

"Fifth: That said combination of red color and cresylic or carbolic odor of plaintiff's said soap was, when first used, radically different from the combination of color and odor embodied in all other toilet and bath soaps made by other manufacturers; and by reason of plaintiff's continuous, notorious and exclusive use of the distinctive combination of the color red with the cresylic or carbolic odor, said combination has, in fact, come to mean and convey and now means and conveys a representation and guarantee of origin and a representation and guarantee that soap having in combination the color red and the cresylic or carbolic odor is the true and genuine product of plaintiff's business and embodies the skill, care and probity prevailing therein, which meaning and representation were, in fact, conveyed by said combination many years prior to and at the time of the acts of the defendants hereinafter referred to.

"Sixth: On information and belief, that at the time plaintiff first placed said product upon the market, no toilet or bath soap red in color and carbolic in odor was being sold in the United States, and said color and odor never before had been used as a means of identifying and distinguishing the manufacturer.

"Seventh: That since 1903 and long prior to the acts of defendants hereinafter complained of, plaintiff has continuously and extensively advertised and popularized its said soap as possessing great cleansing, deodorant, and germ-removing properties; that it removes body-odor, stops 'B.O.' (body-odor) and promotes hygiene; and as 'Health Soap.'

"Eighth: That since long prior to the acts of defendants hereinafter complained of, plaintiff has used the

words 'Health Soap' on and in connection with its said product as a means of distinguishing its product from those of other manufacturers, and by reason of the facts aforesaid and the plaintiff's continuous, notorious and exclusive use of the term 'Health Soap' in connection with its said product, said distinctive designation 'Health Soap,' long prior to the acts of defendants hereinafter complained of, had acquired and now possesses a secondary meaning, denoting said soap of plaintiff and of no other person and had become and now is a means by which plaintiff's said soap is recognized, designated and purchased.

"Ninth: Upon information and belief, that prior to plaintiff's adoption and exclusive use thereof, neither the words 'Health Soap' nor any similar combination of words denoting the same meaning, had ever been employed by any manufacturer or dealer in connection with any soap.

"Tenth: That in order to provide an additional means of identification, plaintiff, in or about the year 1901, commenced to make its said soap of a particular shape. Such soap like other soaps may be produced in a great variety of shapes, but the particular shape given to plaintiff's manufacture, by which it has been identified, has been a cake having an octagonal face. The shape of plaintiff's article has been pictured in plaintiff's advertising and by reason thereof and because of the enormous volume of cakes of such shape sold by plaintiff and by reason of the fact that the shape has been unique, the shape of said cake has been since long prior to the acts of defendants hereinafter alleged and now is of great value and importance to plaintiff and to the public as a badge of origin and genuineness and has been and is relied upon by purchasers as identifying plaintiff's manufacture from all competing articles.

"Eleventh: That by reason of the facts aforesaid and the plaintiff's continuous, notorious and exclusive use of the unique and distinctive cake having a face of octagonal shape, said shape when used for a toilet and bath soap of red color, and/or having a cresylic or carbolic odor has, in fact, come to mean and convey and now means and conveys a representation and guarantee of origin and a representation and guarantee that the soap so put up is the true and genuine product of plaintiff's business and embodies the skill, care and probity prevailing therein, which meaning and representation were, in fact, conveyed by such cakes many years prior to and at the time of the acts of the defendants hereinafter referred to.

"Twelfth: On information and belief, that prior to the time plaintiff placed its said product on the market, no toilet or bath soap of said distinctive shape, and red in color, and/or having a cresylic or carbolic odor, had ever been manufactured or sold by any other manufacturer or dealer in the United States.

"Thirteenth: That neither said color, shape, nor odor (as distinguished from the cresol with which it is associated) serve any functional purpose whatsoever in the manufacture or utility of the soap.

"Fourteenth: That for a long period of years plaintiff has, in its advertisements, displayed the picture of said soap in its red color, octagonal shape and has used and emphasized the words 'Health Soap.' Samples of said advertising material are hereto annexed, marked exhibits 'A', and made a part hereof.

"Fifteenth: Because of the way in which plaintiff's said soap is sold, it is an article which lends itself to imitation and substitution.

"Sixteenth: Upon information and belief, defendant, J. Eavenson & Sons, Inc., is the manufacturer and distributor of the following brands of soap: Williams Health Soap, Jesco Health Soap, Nevins Health Soap, People's Health Soap, Dixie Health Soap, Aimcee Health Soap,

Allain Health Soap, Certified Health Soap, Dr. Clark's Health Soap, Emdee Health Soap, Ethical Health Soap, Good Health Soap, Higbee Health Soap, Jacques Health Soap, Jesco Skin & Health Soap, Lane's Health Soap, Lansburgh's Health Soap, L. B. Health Soap, Macy's Health Soap, Mother's Own Health Soap, Snellenburg's Health Soap, Tip-Top Health Soap and others, many of which brands are being sold in the City of New York.

"Seventeenth: Upon information and belief, that all of the soaps named in the preceding paragraph are red in color, give off an odor similar to the odor given off by plaintiff's soap; employ the term 'Health Soap' thereon and some of them are octagonal in shape and most, if not all, of them are colorably similar in appearance.

"Eighteenth: Upon information and belief, that defendant, R. C. Williams & Co., Inc., vends and distributes the soaps manufactured by defendant Eavenson, some or all of which are confusingly similar to plaintiff's soap in color, odor and other particulars.

"Nineteenth: Upon information and belief, that defendants, well knowing the facts stated in paragraphs 5-15 hereof, both inclusive, commenced the manufacture and sale of said soaps after the expenditure by plaintiff of many millions of dollars in popularizing and making known to the purchasing public the peculiar characteristics of 'Lifebuoy' soap; and defendants are manufacturing and selling said soaps aforesaid with the deliberate design and purpose of deceiving the public and the buyers thereof and of trading upon the fame and good-will of plaintiff's said product; that such imitation of plaintiff's product is calculated and intended by defendants to deceive the purchasers of soap, and is likely to mislead many of them into buying the soap sold by defendants in the belief that it is the article manufactured and sold by plaintiff, greatly to the diminution of said business and the profits of plaintiff.

"Twentieth: Upon information and belief, defendants by their acts aforesaid and otherwise have enabled and attempted to induce others to pass off the defendants' soap as and for that of the plaintiff and to deceive the public and cause confusion in the trade.

"Twenty-first: Upon information and belief, the defendants are now committing the acts aforesaid and threaten to continue the same; that by reason thereof, plaintiff has been deprived of large sales, and its good will has been seriously damaged; unless such acts are restrained, said damage will be irreparable; and plaintiff has no adequate remedy at law."

WHEREFORE, Plaintiff demands judgment as follows:

1. That during the pendency of this action, and permanently thereafter, defendants and each of them, their agents, servants and employees and all claiming or holding through or under them or either of them, be restrained and enjoined:

(a) From Manufacturing or selling or offering for sale or otherwise disposing of any soap not made by or for plaintiff, which is colored red or reddish and which possesses a carbolic, cresylic or similar odor;

(b) From using in any way in connection with any soap not made by or for plaintiff the designation "Health Soap" or any other words likely to be confused with or mistaken for "Health Soap";

(c) From manufacturing, selling, offering for sale, or otherwise disposing of any toilet and bath soap not made for or by plaintiff having a red or reddish color and/or a carbolic, cresylic or other similar odor, put up in cakes having an octagonal-shaped face;

(d) From doing any other act or thing calculated to cause soap not made by or for plaintiff to be confused with or mistaken for the soap of plaintiff;

(e) From in any manner inducing or enabling others to pass off any soap not made by or for plaintiff as and for plaintiff's soap;

(Turn to page 44)



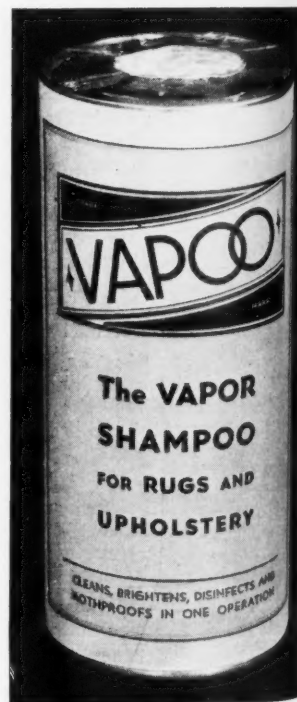
Hild Rug Shampoo is a new product of the Hild Floor Machine Company designed for scrubbing rugs without removal from the floor. Color of product is green,—label in orange and black. Bottle by Owens-Illinois. Also sold in cans of equivalent size. On the right is Rubber Gloss Cleaner, a new wax soap cleaner for floors made by Franklin Research Company of Philadelphia. Color scheme is orange, black and red. Companion product to Rubber Gloss Wax, a gloss-drying floor wax. Container by Continental.

New Products

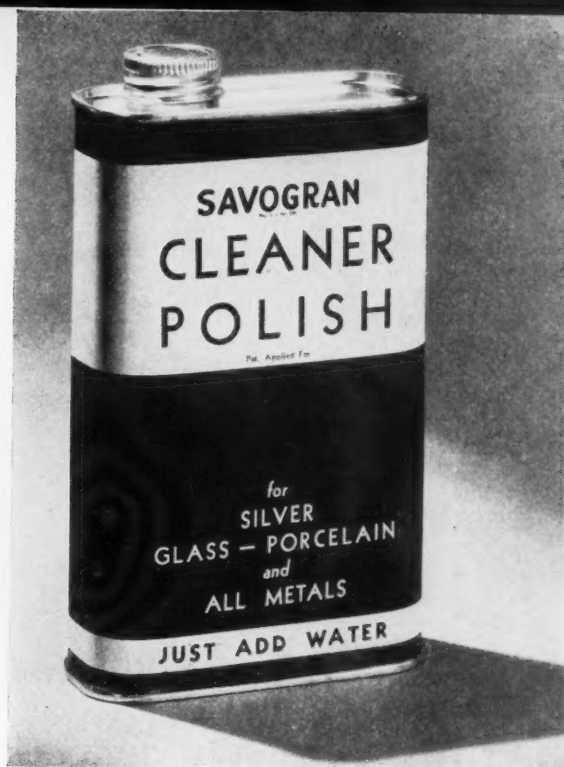


Vapoo is a new rug and upholstery "shampoo" which has been having considerable success in New York department stores of late. Made by Vapoo Products Incorporated of New York. Being advertised by McCreery, and Lewis & Conger.

A counter display which was one of the prize winners at the recent packaging show held in Providence, R. I. The product is Masque Vivant of the Lady Claire Laboratories of that city.



and Packages



Savogran Cleaner and Polish is a new product designed for use on silver, glass, porcelain and metals. In powdered form, quickly made ready for use by filling the can with water and shaking. Advantages claimed are freshness, no deterioration, easy application, and great efficiency in polishing. Made by Savogran Company of Boston.



Automatic Soap Flakes is a new item by Fitzpatrick Brothers of Chicago, makers of Kitchen Klenzer. The carton is in red and blue with white lettering.



Liberty Polish, manufactured by the Scranton Chemical Company of Scranton, Penna., is a good example of the effect which can be secured with a stock can by proper labeling. Can by Giles of Chicago.





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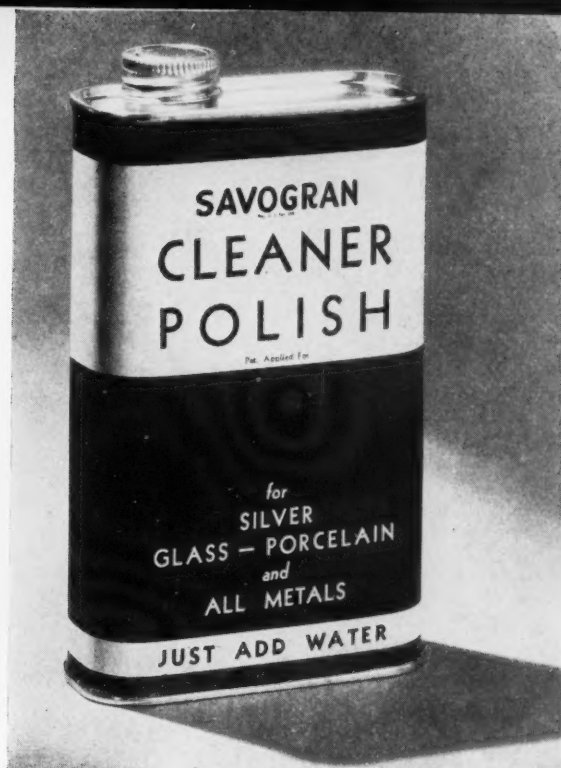


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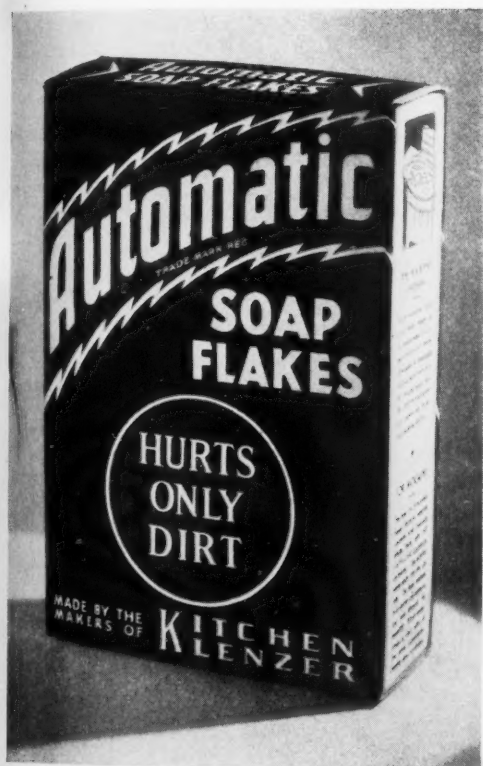
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GRASSELLI TRI-SODIUM PHOSPHATE

As our process permits GRASSELLI Tri-Sodium Phosphate to cure, it is **FREE FLOWING**.

Non-Sifting Packages. Shipped to you in barrels with paper liner—no loss either in transit or storage. Also comes in kegs and bags. Grades . . . fines, medium, coarse, flake and globular.

Let us figure on your T. S. P. requirements. If you are in a hurry, call up our nearest branch. Write for folder.

Let Us Also Quote You On

Silicate of Soda	Carbon Tetrachloride
Caustic Soda	Paradichlorobenzene
Soda Ash	Sodium Fluoride



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Acids and General Chemicals Division, Montreal and Toronto



Write for Folder

Await Regulations on Excise Tax

President Urges Congress to Reconsider Oil Tax--
Hope of Suspension Remote--Soap Prices Advance

WITH the possibility of remission of the excise tax on imported oils looking less and less hopeful, in spite of President Roosevelt's special message to Congress requesting reconsideration, the soap industry is attempting to reconcile itself to acceptance of the tax. Attention is now being given to details of payment and methods of recouping the sharply higher costs. Full printed regulations have not yet been issued by the Bureau of Internal Revenue, but a ruling has been issued which has occasioned considerable confusion.

The only hope of defeating the tax lies in House Bill 9790, issued after the President's special message to Congress, which provides that the tax shall not take effect until the President, after full investigation of trade relations, proclaims that it will not substantially injure such relations with the Philippines. Passage of this bill, the prospects for which are not over-bright, would mean an automatic Presidential veto of the tax, for in his Congressional message President Roosevelt pointed out that the tax is inconsistent with the provision in the Philippine Independence Act, adopted earlier in the same session, which provides for duty-free coconut oil up to 448,000,000 pounds annually. In addition he stated that the tax would "produce a serious condition among many thousands of families in the Philippine Islands" and also pointed out that Congress had made no serious effort to work out "some form of compromise which would be less unjust to the Philippine people." He asked that the subject be "studied further between now and next January in order that the spirit and intent of the Independence Act be more closely followed." Soap makers all over the country are writing to their Congressional representatives urging support of the bill, but hopes for its passage are not bright.

While not abandoning all hope of revision, soap makers have had to admit that the excise tax is now a fact and the mechanics of paying the tax have been a subject of considerable concern. The following ruling has been announced by the bureau, with detailed printed regulations to be issued shortly:

"Processing tax attaches to the first processing in the United States of any cocoanut oil. Processing includes commercial refining, bleaching, neutralizing or hydrogenation of cocoanut oil to produce an oil or other article intended for sale. If oil was imported in processed state as thus defined tax attaches to first further processing or first use in manufacturing, occurring in the

United States after effective date of act. Tax also attaches to first use, after enactment of act of oil refined in this country prior thereto, in manufacture of article intended for sale."

This means that every pound of cocoanut oil which was in the United States and had not been changed from the state of being an oil at 11:40 a.m. Eastern Standard Time, on May 10, 1934, is subject to the tax when it is manufactured into a product intended for sale. The ruling is not as clear as it might have been and some authorities have pointed out that the first two sentences and the last one are mutually contradictory. We quote an opinion to this effect:

"It will be observed also that it is ruled that the first domestic processing of an oil is accomplished, in the belief of the lawyers of the Bureau of Internal Revenue, when the oil has been bleached, neutralized, or hydrogenated. Obviously, if this is to be the first domestic processing, the inference would be that if these operations had been carried on prior to the signing of the act by the President, oil so processed would be exempt from taxation. For this reason it appears that the last sentence (underlined in above) of the ruling which Mr. Bliss has sent out is contradictory of what is stated in the first two sentences. We are sure that the contradictory aspects of this ruling will be most surprising to the trade and we are afraid that it will lead to considerable litigation in the courts."

Another question concerns the point of whether the tax is assessed on the crude or refined oil. Since the yield of refined oil is only about 90 per cent of the crude with which the refiner starts, the assessment, if made on the basis of crude oil, would amount to 3.33c per pound on the refined rather than 3c. These points and others will no doubt be cleared up when the regulations are issued.

Meanwhile soap prices are advancing, as soap makers see themselves compelled to pay higher prices for their raw materials. An advance of 5 per cent was announced by Procter & Gamble Co., May 21, and another advance of 3 per cent was reported, June 5. It is indicated that

(Turn to Page 33)

CODE INTERPRETATIONS READY

Further provisional interpretations of the soap and glycerine code have been prepared by the code authority for the industry and are available through the Association of American Soap & Glycerine Producers, 386 Fourth Ave., New York. The answers to questions presented to the code authority have not yet been approved by the National Recovery Administration, and so are not yet available for general publication. However, any soap maker having a question similar to one of the following can secure a copy of the provisional interpretation (subject to later revision by the NRA) by addressing Roscoe Edlund, executive secretary of the Association of Soap & Glycerine Producers:

QUESTIONS

We employ a number of persons in the manufacture of soap and soap products. The lowest paid employees receive 55c. an hour and the wage scale graduates upward to 80c. an hour. At infrequent intervals, we have required these employees to work more than 8 hours in a day and more than 40 hours in a week, and for the overtime have paid them only at their regular hourly rates. Are we required to pay for overtime $1\frac{1}{2}$ the regular hourly rate, or $1\frac{1}{3}$ the minimum rate specified in the code to employees whose regular hourly rate of pay is more than $1\frac{1}{3}$ the minimum rate required by the code?

At the present time we manufacture a liquid soap product which we distribute and retail in packages for cleansing purposes through the grocery stores, drug stores, department stores, and by means of direct selling. We plan in the near future to sell this identical product in bulk to manufacturers of cosmetic goods for combining with other articles. Would the perfume and cosmetic code or the soap and glycerine code apply to our manufacture and sale of the product mentioned to makers of cosmetic goods for combining with other articles?

We have a small office force in our soap factory, employing four persons, one of whom is a messenger. Are we permitted by the code to pay the messenger boy \$12. per week?

I have read the question in the compliance report for the soap and glycerine manufacturing industry covering the first six months operation under the code, and doubt the necessity for asking question No. 6, which reads as follows:

"Has any skilled operator or supervisor not engaged in continuous processes where restriction of hours would unavoidably reduce production and receiving less than \$35 per week, worked in excess of an average of 40 hours a week?"

A. Is it necessary to have this question answered?

B. Are not such workers permitted to work an average of 48 hours per week?

We pay our engineer \$26.60 per week, based on a 48 hour week, our fireman \$21.23 based on a 48 hour week and another man \$19.80 based on a 40 hour week. These men have been with us for a number of years and are thoroughly familiar with their work. Our factory is small as we employ only six or seven men all told in the factory. It is desirable that we retain the services of the above men as long as possible, as they are familiar with the various operations, and it would take some time to train new men into their line of work. Incidentally, we might mention that the fireman does other work besides attending to the boiler, and so does the engineer. Our intention is not to reduce their wages or increase

(Turn to Page 43)

INDUSTRY MEETS IN CHICAGO JUNE 21

A general meeting of the soap industry, for discussion of code matters, will be held at the Blackstone Hotel, Chicago, Thursday, June 21, at 10:15 A. M., previous plans for a meeting, June 14, having been cancelled. R. R. Deupree, chairman of the code authority for the industry, and president of the Association of American Soap & Glycerine Producers, will preside. Among those in attendance will be Captain Joseph F. Battley, NRA Deputy Administrator in charge of the soap code, and C. R. DeLong, administration representative on the code authority. Any and all manufacturers of soaps, soap products, glycerine and cleansers are eligible to attend, but the meeting will be closed to those outside the industry. Members of the code authority, would like to see at this meeting as many members of the industry as possible both to report informally on work and problems under the code and to discuss questions and suggestions which members of the industry have brought up, or may bring up at the meeting. The meeting room will be reserved in the name of Roscoe C. Edlund, executive secretary of the Association of American Soap and Glycerine Producers.

FIX ASSESSMENT UNDER SOAP CODE

At the May meeting of the code authority for the soap and glycerine industry it was recommended to the NRA that the expenses of administering the code be met by assessing the industry on the basis of three-tenths of a mill per net dollar of 1933 sales. If approved, this means that a company whose net sales in 1933 amounted to \$100,000 will pay \$30. Other companies in proportion. The code authority has also recommended that each \$10 membership fee thus far paid to the Association shall be credited against the assessments when made. Incidentally many other industries are assessing far higher amounts, some running as high as 1 per cent of net sales.

SOAP CONFLICT IN RETAIL CODES

Soap makers, NRA officials and code authorities for the grocery and retail drug industries have been busy over the past few weeks in an attempt to iron out differences of opinion dealing with soap selling prices under the two codes. The grocery code provides for a mark-up on items sold through grocery stores of 6 per cent by retail stores and 2 per cent by wholesalers from net invoice or replacement cost (whichever is lower). The retail drug code provides in its loss-limitation provision that no item sold through drug stores shall be sold at a price below the amount at which the item can be bought in dozen lots from the manufacturer.

As toilet soaps are included in the definition of cosmetics in the retail drug code, it appeared that this would result in a different mark-up on soaps in drug stores than on the same or similar items sold over the grocery counter. Some manufacturers felt this action would throw out of line all competitive relationships as

(Turn to Page 47)

CHICAGO TRADE NOTES

A GOOD turnout was on hand for the first golf tournament of the Chicago Drug and Chemical and Chicago Perfumery, Soap and Extract Associations on May 15th at the Bunker Hill Country Club. Winners were as follows: Class A, Harry Larson, first with 77-8-69; George Van Kirk, second with 85-13-82; Walter H. Jelly, third with 89-16-73. Class B, Andy Anderson, first with 87-19-68; Harry Elwell, second with 90-18-72; T. P. Gilson, third with 95-21-74. Class C, W. H. Muttera, first with 98-23-75; Russell Brown, second with 102-23-79; E. Drach, third with 114-35-79. Guest prizes were awarded to Clyde Marshall with 95-24-71 and Dr. Jacob with 91-16-75. The second tournament was held June 12th at Westmoreland Country Club.

SOAP is glad to report that no soap factories were damaged in the ten million dollar fire which swept the stock yards area May 19th.

F. W. Murphy, manager of the New York office for Armour and Company's soap department has recently been retired on a pension. Mr. Murphy's work will be handled in the future by W. J. Merrins.

Warde B. Chittenden, 232 Lincoln Drive, Glencoe, director of purchases for the Colgate-Palmolive-Peet Company, died recently at the Evanston Hospital of uraemia. Mr. Chittenden was a veteran executive of the soap industry and was a director of Peet Bros. prior to the merger with the Palmolive interests. Mr. Chittenden moved to the Chicago area about six years ago at the time of the merger. He is survived by his widow, a son, and two daughters. Funeral services were held in St. Louis.

The new addition to Allen B. Wrisley Co.'s Chicago plant has been finished and operations there already started. The new section will be used for soap manufacturing and storage facilities. Boiling kettles and drying machines are included in the new equipment.

J. E. Wolfe of Neumann-Buslee and Wolfe has returned to Chicago after six months' vacation in California.

Andre Firmenich of M. Naef & Co., Geneva, Switzerland, was in Chicago the last few days of May. Traveling with Mr. Firmenich was R. C. Watson of Naef's United States representatives, Ungerer & Co., New York. F. H. Ungerer of Ungerer & Co., was also in Chicago for a short visit last month.

The Chicago Drug and Chemical Association had its last meeting of the Spring on May 24th at the Chicago

Athletic Club. Wm. M. Beales gave an interesting travel talk on the subject of European oddities. The next regular meeting will be held in September.

The Chicago Perfumery, Soap and Extract Association has no more regular meetings scheduled until September. A special meeting was held after the convention of the Associated Manufacturers of Toilet Articles in New York, June 5-7. The following committee represented the Chicago association at the convention: George Wrisley, Allen B. Wrisley Co., chairman; Howard Lyon, Comfort Mfg. Co., and Dudley F. Lum, Givaudan-Delawanna.

Chicago Sanitary Products Co. is now manufacturing a complete line of wood, terrazzo and gymnasium floor seals. These new products enable the company to serve their customers with a full list of floor maintenance compounds. An interesting booklet on these new compounds is being prepared and will be available to the trade shortly.

R. W. Radcliffe, representative for U. S. Sanitary Specialties in Western Michigan, died of heart failure on May 28th at Grand Rapids. Mr. Radcliffe had been with the company over 14 years. Louis Gordon has been appointed to take over the territory.

Federal Pneumatic Systems, Inc., 127 N. Dearborn St., Chicago, have issued a new bulletin No. 25 describing their air separators. They are useful in eliminating oversize particles from powders of various types.

Kolynos Co., New Haven, Conn., has signed a stipulation with the U. S. Federal Trade Commission, agreeing to stop representing that its tooth paste will whiten teeth three shades in three days. Other assertions to be discontinued in advertising are to the effect that germs which "sweep" into the mouth attack the teeth and gums or cause bacterial mouth and that the company's product will remove or conquer bacterial mouth. The company will no longer advertise that its tooth paste will erase, wash away or remove tartar from the teeth.

Bristol-Myers Co. and subsidiaries report for twelve months ended March 31: net income after depreciation, Federal taxes and other charges, \$2,224,224, equal to \$3.18 a share on 700,280 shares.

AWAIT OIL TAX REGULATIONS

(Continued from Page 31)

further advances may be necessary to allow the industry to cover fully its higher raw material costs. It is understood that Colgate-Palmolive-Peet Co. is also contemplating a general price advance, as, prior to the final imposition of the tax, S. Bayard Colgate, president of the company, was quoted to the effect that if the levy was allowed to stand it would have to be passed on to the consumer.

SOAP presents a *perfuming problem* of a special character. To handle it successfully requires intimate knowledge of soap manufacturing and, above all, experience with soap perfumes.

We have done a considerable amount of work along those lines, and offer several series of soap perfumes of *tried worth*.

Send for *smelling samples*.

Almond	Lemon
Almond—Rose	Lilac
Almond—Cocoa	Lily
Antiseptic Odor	Mint
<i>Bouquets of great variety</i>	Narcissus
Carnation	Orange
Cedar	Oriental
Citrella	Patchouly
Cologne	Pine
Fougere	Pineapple
Gardenia	Rose
Geranium	Sandalwood
Girella	Sweet Pea
Jasmin	Verbena
Lavender	Violet

Also many odors for shampoo and liquid soap

van Ameringen-Haebler, Inc.

Aromatic Essentials

315 Fourth Avenue, New York

180 No. Wacker Drive, Chicago

438 West 48th St., Los Angeles

42 Wellington Street, E., Toronto

Factory, Elizabeth, N. J.

PERSONAL AND IMPERSONAL

Procter & Gamble Co., in conjunction with the Blackman Company, Cincinnati advertising agency, has completed a survey in Des Moines of business conditions in Iowa, the results leading to an optimistic outlook in the area and with a strenuous soap contest sales campaign to get under way at once. R. D. Holbrook, New York representative of the Blackman Company, L. E. Larsen, Cincinnati, O., advertising manager for the soap division of Procter & Gamble and E. J. Zimmerman, Omaha, Nebr., district manager of the firm, took part in the survey work.

A. D. Rettinger, J. T. Robertson Co., Syracuse, has been recently appointed general manager of the company and also elected as a director. Mr. Rettinger will be remembered by many Canadians through his connection with the Colgate-Palmolive-Peet Company, where he was sales manager for many years.

Employees of Colgate-Palmolive-Peet Co. enjoyed a reception and dance at the new Jersey City offices recently, the affair being in the nature of a "get-together" entertainment following the removal from Chicago. Some 1,000 employees and officials of the company attended, including S. Bayard Colgate, president; R. B. Colgate and A. J. Lansing, vice-presidents; Ken R. Dyke, advertising manager; W. R. Veale, manager of toilet article sales, and Charles Hulsifer, superintendent of the New Jersey plant.

The graduating class of the Massachusetts College of Pharmacy paid its annual visit to the plant of Potter Drug & Chemical Co., Malden, Mass., a few weeks ago, and were welcomed by Samuel M. Best, president of the firm. They inspected the "Cuticura" plant and viewed the various manufacturing processes. A unique feature of the plant is a separate fireproof building, containing a duplicate of all equipment in the main plant. This was constructed by Mr. White, the founder, to insure the continued production of "Cuticura" products under any conditions that might arise.

Tentative arrangements are being made in London for a meeting of British soap manufacturers to discuss such questions as free gift schemes, premium trading, etc.

Lee H. Bristol, Bristol-Myers Co., has been elected vice-president of the Advertising Club of New York for a three-year term.

Ward B. Chittenden, vice-president and director of purchases of the Colgate-Palmolive-Peet Company, died May 19, at Evanston, Ill., after an illness of three months. He was 60 years old and was stricken late in February while on a business trip to New York. He was a native of St. Louis and left there ten years ago for Kansas City where he became associated with the Peet Brothers' Soap Company. He is survived by two brothers, a son and two daughters.

G. H. Wood & Co., Ltd., East Toronto, Canada, are reported to be entering the retail package field. Their "Lik-Wid" brand shampoo, previously sold only in bulk, is now being offered in 6-ounce bottles. Other items in the line include deodorant blocks, insecticides and germicides.

Andrew Jergens, Cincinnati soap manufacturer, has recently bought the Kenneth Van Ripper estate at Palm Beach, Fla., reported to be one of the show places along the Florida coast.

Procter & Gamble Co. is currently conducting a contest in which five Plymouth sedans will be given to consumers writing on the topic, "Why is Ivory soap the only soap I need for all purposes . . . personal and household?" Dealer cooperation is ensured by offering five more sedans to the grocers who show most skill in featuring "Ivory" soap during the contest.

Billy B. Van was elected president of Pine Tree Products Co., Newport, N. H., at a recent special stockholders' meeting. Other officers are J. H. Bergamini, vice-president and sales manager and John R. Kelly, treasurer.

The Soap Trade Review, organ of the British soap industry, has changed its name to *Soap, Perfumery, and Cosmetics Trade Review*. It is considered that the new name more truly expresses the paper's real scope and the character of the field which it covers.

Pinetrine Soap Co., formerly located at 125 Chambers St., New York, has recently occupied new quarters at 20 West 22nd St.

"Jalma" is a new compounded soap product for washing woollens, gloves and fine fabrics distributed by the Mistral Co., Lexington, Mass.



**ESSENTIAL OILS
SYNTHETIC AROMATICS
COMPOUNDED PERFUME BASES**
For the Soap and Insecticide Industries

A complete line of perfume raw materials and specialties for the SOAP manufacturer is offered under the "D & O" trademark.

"D & O" PERFUME BASES —

Completely blended, ready for use. Any odor desired, for every purpose—toilet soaps, liquid soaps, shampoos, theatre sprays and kindred products.

deLAIRE SPECIALTIES

of world wide renown—Miel pour Savons, Civette Artificial, Labdanum 5, Styrolyl Acetate, etc.

J. MERO & BOYVEAU, Grasse —

Fixodors (soluble Resins) Benzoin, Styrax, Tolu, Olibanum, Labdanum. Oils Basilic, Rosemary, Spike.

AROMATIC CHEMICALS—

Terpineol, Safrol, Methyl Cinnamate, Ionones, Methyl Ionones, Coumarin, Musks.

ESSENTIAL OILS, "D & O"

distillation—Amyris, Clove, Nutmeg, Guaiacwood, Patchouly, Sandalwood, Artificial Sassafras, Camphor Sassafrassy.

Let us figure on your requirements



DODGE & OLCOTT COMPANY

180 VARICK STREET NEW YORK, N. Y.

Branches

BOSTON—PHILADELPHIA—CHICAGO—ST. LOUIS—LOS ANGELES

A line of toilet preparations is being marketed in its retail stores by A. G. Spalding & Bro., New York, sporting goods house. The products are made for Spalding by Corcoran, Inc., New York, a new company headed by Francis Corcoran. They are sold under the trade name, "Top-Flite."

The Procter & Gamble prizes for soap sculpture were awarded June 7th at the opening of the Tenth Annual Exhibition of Small Sculptures in White Soap in the R. C. A. Building, Rockefeller Center, New York.

Soap Refiners, Ltd., Toronto, Ontario, Canada, have announced plans for erection of a \$50,000 plant for the manufacture of soaps and soap powders. J. H. B. Lablau is general manager of the concern.

The current advertising campaign of Colgate-Palmolive-Peet Co. on "Colgate's" dental cream features an offer of "double your money back if Colgate's doesn't make your teeth whiter than ever before."

M. Werk Co., Cincinnati, has moved its Columbus, Ohio, branch, previously located at 483 S. High St., Columbus, to the Burdell building. The new quarters are more centrally located and will allow space for installation of a premium showroom.

Arthur Dunn, a messenger for R. L. Watkins Co., Newark, N. J., has confessed inventing the story of a payroll robbery and himself taking the \$2,761 company payroll. The money was recovered and officials of the company declined to press a complaint.

Mallagh & Co., London, has just introduced a new soap perfume known as Cetobepene. It is claimed to be absolutely pure, uniform chemical substance forming colorless crystals. It has a melting point of 38 degrees C., and is soluble in alcohol and other solvents used in perfumery.

Henry B. Bristol, Bristol-Myers Co., was elected 1st vice-president of the Proprietary Association at the recent annual meeting in New York.

Colgate-Palmolive-Peet Co. has signed Joe Cook, famous comedian, as star of its radio broadcast, the Colgate House Party, on a long-term contract running up to 1936.

Soaps-Perfumes, Ltd., Toronto, are to be represented in Halifax, N. S., Canada, by Walter Swartz & Co., who have recently opened offices there as manufacturers' agents.

The U. S. Department of Labor's index of employment in the soap industry, based on the three-year average for 1923-1935 as 100, stood at 104.5 in April, 1934, as compared with 103.1 in March and 81.8 for April,

1933. The payroll index registered 88.8 in April, 1934, as compared with 88.4 for March and 67.1 for April, 1933.

Procter & Gamble Co. are once more directing advertising attention to "Lava" soap. A test campaign is under way designed to popularize new household cleaning uses for this old line product.

M. W. Williams, Glendale, L. I., is planning to manufacture powdered hand soap to be sold on a mail order basis.

Dr. James B. Conant, president of Harvard University, has been awarded the medal of the American Institute of Chemists for work done in establishing the chemical structure of chlorophyll. Presentation was made at the annual meeting of the Institute at the Chemists' Club, New York, May 21.

E. C. Price, former president of M. Werk & Co., is now head of Duratone, Inc., maker of "Duratone"—a "soapless soap"—for laundries.

David Wesson, inventor of the Wesson cottonseed processing method and long a prominent figure in the vegetable oil industry, died, May 22, at his home in Montclair, N. J. Mr. Wesson was seventy-three years old.

George B. Livesay, connected with the purchasing department of Colgate-Palmolive-Peet Co., has been transferred to the Paris office as assistant director of purchases.

The annual golf tournament of the Chemists' Club, New York, will be held at the Westchester Hills Golf Club, White Plains, N. Y., June 26. Robert Quinn, Mathieson Alkali Works, is chairman of the committee in charge of the affair. Play starts at 10:00 A. M., and a dinner is scheduled for 7:00 P. M.

Herman A. Metz, long a prominent figure in the dye-stuff and chemical industry of United States, president of General Dyestuff Corp., and an outstanding figure in the social and political life of New York City, died May 16 in the New Rochelle Hospital, New Rochelle, N. Y.

Edgar M. Queeny, president of Monsanto Chemical Co., St. Louis, is the author of an article entitled "Capitalizing the Responsibilities of Corporate Stewardship" appearing in the May, 1934, number of the *Executives Service Bulletin*, issued by the Policyholders Service Bureau of the Metropolitan Life Insurance Co.

Announcement was recently made of the marriage of Miss Joanne Irene Diell to Mr. Eugene Crandall Barton, son of Mr. and Mrs. Eugene S. Barton of Croton-on-Hudson, New York. Mr. Barton is the secretary and general manager of Compagnie Parento of Canada, Toronto.

Flexibility



The J. R. Watkins Packages vary in weight from 1½ oz. to 4 lbs. The entire group is swiftly and accurately filled on the S & S Universal Filling Machine.

Stokes & Smith Engineers will gladly co-operate in solving your packaging problem. Write for information.

STOKES & SMITH CO

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RECORD OF TRADE-MARKS

The following trade-marks were published in the May issue of the *Official Gazette* of the United States Patent Office in compliance with Section 6 of the Act of September 20, 1905, as amended March 2, 1907. Notice of opposition must be filed within thirty days of publication. As provided by Section 14, fee of ten dollars must accompany each notice of opposition.

TRADE MARKS FILED

DREFT—This in solid letters describing cleanser and detergent. Filed by Procter & Gamble Co., Cincinnati, Nov. 29, 1933. Claims use since Oct. 10, 1933.

TOWN TALK—This in type resembling script describing soap. Filed by Procter & Gamble Co., Cincinnati, Mar. 13, 1934. Claims use since Jan. 15, 1934.

ROACH RADE—This in outline letters describing roach powder. Filed by Danwall Mfg. Co., New Orleans, Feb. 4, 1933. Claims use since Aug. 14, 1932.

ROACH RADE—This in solid letters on badge, together with sketch of policeman and roaches, describing roach powder. Filed by Danwall Mfg. Co., New Orleans, Feb. 4, 1933. Claims use since Aug. 14, 1932.

DEO-SPRAY—This in shaded letters describing mineral oil for insect control. Filed by L. Sonneborn Sons, Inc., New York, Feb. 7, 1934. Claims use since Nov. 21, 1933.

TRI-OL—This in shaded letters describing shampoo. Filed by L. Sonneborn Sons, Inc., New York, Feb. 7, 1934. Claims use since Sept. 14, 1933.

MARVEL—This in script together with word "Gas" in outline letters describing insecticide. Filed by Marvel Products Co., Jacksonville, Fla., Feb. 8, 1934. Claims use since Nov. 5, 1929.

CORN KING—This in type resembling script, together with ear of corn capped by crown, describing disinfectants and insecticides. Filed by Shores Co., Cedar Rapids, Iowa, Mar. 13, 1934. Claims use since Feb. 19, 1934.

KEM—This in shaded letters describing cleaner and detergent. Filed by Paper Makers Chemical Corporation, Wilmington, Dec. 6, 1933. Claims use since Oct. 5, 1929.

GLEAMO—This in solid letters describing toilet bowl cleaner. Filed by Pioneer Chemical Co., Alton, Ill., Dec. 26, 1933. Claims use since Aug. 1, 1933.

PALMOLIVE—This in solid letters together with band and seal describing toilet soap. Filed by Colgate-Palmolive-Peet Co., Jersey City, N. J., Mar. 24, 1934. Claims use since Jan. 1, 1900, in part, and since Mar. 8, 1934.

PALMOLIVE—This on reverse plate describing soap, shaving cream and shampoo. Filed by Colgate-Palm-

olive-Peet Co., Jersey City, N. J., Mar. 24, 1934. Claims use since Jan. 1, 1900.

AETNA—This in solid letters describing exterminating product. Filed by Aetna Exterminating Co., Hartford, Conn., Mar. 7, 1934. Claims use since 1918.

PABCO—This in solid letters describing cleaner. Filed by Paraffine Companies, Inc., San Francisco, Mar. 22, 1930. Claims use since about May 25, 1928.

RAWLEIGH'S—This in script together with portrait of W. T. Rawleigh, describing cleaning compound, polish, etc. Filed by W. T. Rawleigh Co., Freeport, Ill., Nov. 15, 1933. Claims use since May 5, 1925.

GOOD MORNING—This in script with sunburst, describing latherless shaving cream. Filed by Mark W. Allen & Co., Detroit, Mar. 30, 1934. Claims use since May 6, 1927.

AUTO-MATIC—This on reverse plate describing polish. Filed by Metzert Corp., New York, May 25, 1933. Claims use since May 1, 1933.

GRANT—This in solid letters in diamond shape describing polish. Filed by W. T. Grant Co., New York, Oct. 30, 1933. Claims use since Sept. 11, 1933.

DRESKIN—This in outline letters describing toilet soaps. Filed by Campana Corp., Batavia, Ill., Mar. 16, 1934. Claims use since Mar. 3, 1934.

O-SHEEN-BLU—This in outline letters describing mineral soap. Filed by Mineral Soap Co., Burlington, Iowa, Mar. 26, 1934. Claims use since Nov. 1, 1933.

H-K—This in solid letters describing polish and cleaner. Filed by Haymonn Krupp Products Corp., El Paso, Texas, Mar. 30, 1934. Claims use since Nov. 1, 1933.

TOP-FLITE—This in solid letters describing shaving cream. Filed by Corcoran, Inc., New York, Oct. 6, 1933. Claims use since Aug. 29, 1933.

ROACH CROKE—This in solid letters against oval background describing roach exterminator. Filed by C. I. Ragan & Co., Tulsa, Okla., May 3, 1933. Claims use since June, 1894.

CUPROCID—This in solid letters describing soil, seed and plant disinfectant. Filed by Rohm & Haas Co., Philadelphia, Mar. 21, 1934. Claims use since Nov. 16, 1933.

FORM-O-FUME—This in solid letters describing soil and seed disinfectant. Filed by Rohm & Haas Co., Philadelphia, Mar. 21, 1934. Claims use since Feb. 11, 1934.

TRADE MARKS GRANTED

312,480. Dentifrice. E. R. Squibb & Sons., New

York. Filed April 1, 1933. Serial No. 336,337. Published February 20, 1934. Class 6.

312,493. Bleach and Water Softener. Purex Corp., Los Angeles. Filed May 31, 1930. Serial No. 302,017. Published August 5, 1930. Class 6.

312,583. Metal Polishes, Glass Cleaners, and Polishes. National Carbon Co., New York. Filed December 28, 1933. Serial No. 345,433. Published February 20, 1934. Class 4.

312,601. Preparations for Cleansing and Polishing. D. A. Collins Mfg. Co., Brooklyn. Filed January 6, 1934. Serial No. 345,705. Published February 20, 1934. Class 16.

312,603. Soaps. Odorono Co., New York. Filed January 3, 1934. Serial No. 345,609. Published February 20, 1934. Class 4.

312,631. Chemical Detergent. Cowles Detergent Co., Cleveland. Filed December 16, 1933. Serial No. 345,008. Published February 20, 1934. Class 4.

312,684. Automobile Polish. C. M. Kimball Co., Everett, Mass. Filed December 16, 1933. Serial No. 345,027. Published February 27, 1934. Class 16.

312,719. Water Softener, Drain Pipe Cleaner and Cleaning Compound. Joy Products Co., Flint, Mich. Filed October 20, 1933. Serial No. 342,700. Published February 27, 1934. Class 6.

312,731. Antiseptic. Takara Laboratories, Portland, Ore. Filed November 25, 1933. Serial No. 344,169. Published February 27, 1934. Class 6.

312,783. Polishing and Cleaning Powder. De-O-Ez Products Corp., Rochester. Filed October 13, 1932. Serial No. 331,220. Published February 27, 1934. Class 4.

312,952. Automobile Polish. C. M. Kimball Co., Everett, Mass. Filed December 16, 1933. Serial No. 345,026. Published March 6, 1934. Class 16.

312,955. Self-Polishing Wax. D. A. Collins Mfg. Co., Brooklyn. Filed January 6, 1934. Serial No. 345,707. Published March 6, 1934. Class 16.

312,956. Preparations for Cleansing and Polishing. D. A. Collins Mfg. Co., Brooklyn. Filed January 6, 1934. Serial No. 345,706. Published March 6, 1934. Class 16.

313,104. Tooth Paste and Mouth Wash. Howard S. Lyon, Chicago. Filed November 11, 1933. Serial No. 343,564. Published March 6, 1934. Class 6.

313,142. Liquid Deodorant Antiseptic and Germicidal Soap. Sparkol Chemical Co., Brooklyn. Filed January 2, 1934. Serial No. 345,530. Published March 6, 1934. Class 4.

313,223. Mouth Wash and Dentifrice. Facidol Laboratories, Inc., New York. Filed January 26, 1934. Serial No. 346,563. Published March 13, 1934. Class 6.

313,243. Polish. Transcontinental Varnish Co., Long Island City, N. Y. Filed December 5, 1933. Serial No. 344,478. Published March 13, 1934. Class 16.

313,253. Pine Oil for Use with Insecticides. Hercules Powder Co., Wilmington. Filed December 22, 1933.

Serial No. 345,251. Published March 13, 1934. Class 6.

313,275. Water Softener. Suds-A-Lot, Inc., Joliet, Ill. Filed January 6, 1934. Serial No. 345,733. Published March 13, 1934. Class 6.

313,295. Shampoo Powder. Colgate-Palmolive-Peet Co., Chicago. Filed January 26, 1934. Serial No. 346,555. Published March 13, 1934. Class 6.

313,318. Toilet Soaps. Cincinnati Soap Co., Cincinnati. Filed February 15, 1933. Serial No. 334,981. Published March 28, 1933. Class 4.

313,345. Insecticide. The Tanglefoot Co., Grand Rapids, Mich. Filed November 20, 1933. Serial No. 343,893. Published March 13, 1934. Class 6.

313,356. Washing Fluid, Disinfectant, Deodorant, and Germicide. No-Worry Chemical Co., Newark. Filed August 19, 1933. Serial No. 340,846. Published March 20, 1934. Class 6.

313,411. Dental Cream. Trade Laboratories, Inc., Newark. Filed January 17, 1934. Serial No. 346,182. Published March 20, 1934. Class 6.

313,417. Insecticides. Alex Weil, Inc., New York. Filed January 22, 1934. Serial No. 346,387. Published March 20, 1934. Class 6.

313,454. Antiseptic and Deodorizing Chemical Solution. Kleenol Co., Erie, Pa. Filed January 25, 1934. Serial No. 346,529. Published March 20, 1934. Class 6.

313,467. Washing Compounds, Hand Soaps, and Semiliquid Soap. Cherrie Maid Products Co., Cleveland. Filed December 19, 1933. Serial No. 345,137. Published March 20, 1934. Class 4.

313,483. Cleaning Composition. Paper Makers Chemical Corp., Wilmington. Filed February 3, 1934. Serial No. 346,920. Published March 20, 1934. Class 4.

313,484. Cleaning Powder for Rugs, Upholstery, Draperies, and Tapestries. Paper Makers Chemical Corp., Wilmington. Filed February 3, 1934. Serial No. 346,918. Published March 20, 1934. Class 4.

313,485. General Cleaner Having Incidental Deodorizing and Disinfecting Properties. Paper Makers Chemical Corp., Wilmington. Filed February 3, 1934. Serial No. 346,915. Published March 20, 1934. Class 4.

313,511. Insecticides. Chemical Spray Co., Minneapolis. Filed February 1, 1934. Serial No. 346,811. Published March 20, 1934. Class 6.

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Alsop Engineering Corp., N. Y., has developed two new revolving conveyor tables for use with the new automatic bottle filler which was illustrated in the May issue of SOAP. The manufacturer indicates the following as features of these new tables:—rigid construction, balance, one piece type of solid aluminum that revolves easily, mobility, small floor space required and adjustability to any desired height.

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Sherka Chemical Co., importers of Terpeneol, synthetic menthol and other chemical products, has moved its office from New York to 36 Orange St., Bloomfield, N. J. The telephone number is Bloomfield 2-6800.

New Patents

Conducted by
Lancaster, Allwine & Rommel

Registered Attorneys

PATENT AND TRADE-MARK CAUSES
815 15th St., N. W., Washington, D. C.

Complete copies of any patents or trade-mark registration reported below may be obtained by sending 25c for each copy desired to Lancaster, Allwine and Rommel. Any inquiries relating to Patent or Trade-Mark Law will also be freely answered by these attorneys.

No. 1,953,413, Germicidal Preparation, Patented April 3, 1934 by Emil Klarmann, Jersey City, N. J., assignor to Lehn & Fink, Inc., Bloomfield, N. J. A germicidal preparation comprising paratertiary amyl phenol, a phenolic body having germicidal properties, an aqueous vehicle and a dispersing agent.

No. 1,953,629, Agents and Methods for Killing Flies, Patented April 3, 1934 by Kaspar Pfaff and Michael Erlenbach, Frankfurt-on-the-Main, Germany, assignors to Winthrop Chemical Company, Inc., New York. Agents for killing flies, comprising a compound of the following general formula:



wherein Ar stands for an aryl group and X stands for an alkyl or aralkyl group.

No. 1,954,517, Contact Insecticide, Patented April 10, 1934 by Euclid W. Bousquet and Wendell H. Tisdale, Wilmington, Del., assignors to E. I. du Pont de Nemours & Company, Wilmington. A contact insecticide which comprises a liquid containing a small amount of b.b.-dichlor-diethyl ether.

No. 1,955,052, Insecticidal Fungicidal and Bactericidal Compositions, Patented April 17, 1934 by Arthur W. Burwell, Niagara Falls, N. Y., assignor to Alox Chemical Corporation, New York. An insecticidal, bactericidal and fungicidal composition comprising in liquid dispersion an organic composition consisting essentially of a mixture of alkali salts of saturated aliphatic mono-carboxylic non-aldehydic acid oxidation products of petroleum hydrocarbons, the acid oxidation products having in general from 4 to 15 carbon atoms to the molecule and being normally liquid at ordinary room temperature.

No. 1,955,114, Insecticide, Patented April 17, 1934 by William McIlvaine Dickson, Woodside, Del., assignor to General Chemical Company, New York. An insecticide comprising lead arsenate and ferric arsenate.

No. 1,955,237, Process of Purifying Glycerine, Patented April 17, 1934 by Alexander Jenny, Berlin-Charlottenburg, Germany, assignor to Siemens-Elektro-Osmose G. m. b. H. Siemensstadt, near Berlin. The

process of electro-osmotically purifying glycerine which comprises removing from the glycerine impurities containing acid ingredients such as the anions of the contaminating sebates and fatty acid esters by treating the glycerine electrolytically in the cathode compartment of a 2-cell type electro-osmotic apparatus, conveying the glycerine solution into the middle compartment of a 3-cell type electro-osmotic apparatus and removing impurities containing alkaline ingredients as well as any remaining impurities containing acid ingredients by continuing the electro-osmotic treatment in the 3-cell type apparatus.

No. 1,955,891, Parasitocides and Method of Mothproofing, Patented April 24, 1934 by Paul Lawrence Salzberg and Frederick Madison Meigs, Wilmington, assignors to E. I. du Pont de Nemours & Company, Wilmington. Material subject to parasite attack treated with an organic fluorine compound selected from the class consisting of fluoronaphthalenes, fluoro-diphenyls, fluoranilides, fluorophenols, fluoracetic acid and phenyl fluoroform.

BANTA HONORED BY BURLINGTON

Homer Banta, president of the Iowa Soap Co., Burlington, Iowa, a member of the board of directors of the Association of American Soap and Glycerine Producers, and of the code authority for the soap and glycerine industry, was chosen by the American Business Club of Burlington as "Citizen No. 1" of that city for the year 1933. The selection of Mr. Banta followed a canvass of the residents of the entire city of Burlington. The honor was conferred upon Mr. Banta at a special meeting of the club last month, and he was designated as the most useful citizen of the city during 1933.

A summary of the reasons given by the committee of the club for his selection, follow:

"He has kept his factory running at maximum capacity, thereby supplying four hundred people during the year of depression.

"He was appointed a member of the national soap code authority in recognition of his leadership in this industry.

"He acted as a director of the Social Service League.

"Through his efforts a national bank was established at a time when our banking facilities were at a low ebb.

"His generous contribution to the Kiwanis milk fund kept the underprivileged children supplied with milk for two months until the minstrel show funds were available.

"He has acted as president of the Humane society for a number of years.

"The number and amount of his public and private charities, although not generally known, are very extensive.

"His door was open to the humblest seeker whether it be a transient in need of a pair of shoes, a business man needing a loan or some employe in danger of losing his home."

RED
OIL



TALLOW

Controlled Production:—

We collect, render and refine all of the raw materials used in our stearic acid and red oil. This close control, not available in any other brand, insures high quality products by eliminating low grade raw materials. Let us submit samples and prices. There is no substitute for quality. Use them in your

Dry Cleaning Soaps

Shaving Soaps

Special Cleaners

Polishes

Liquid Soaps



**FANCY - EXTRA and SPECIAL
TALLOW**

Fatty Acids



**Theobald Animal
By-Products Refinery**

KEARNY, N. J.

ESTABLISHED 1914

WARNER

PIONEERED FOR NEARLY 50 YEARS

CAUSTIC SODA
HIGHEST GRADE
(ELECTROLYTIC)

IN EITHER
SOLID OR LIQUID
FORM

**CARBON
TETRACHLORIDE**
**REDISTILLED
WATER-WHITE**

SUPPLIED ALSO
IN COMBINATION WITH
OTHER SOLVENTS TO MEET
INDIVIDUAL REQUIREMENTS

**TRI-SODIUM
PHOSPHATE**

FINE GRANULAR AND
POWDERED
A FREE FLOWING AND NON-CAKING
PRODUCT NATIONALLY KNOWN
FOR ITS UNIFORM QUALITY

*An opportunity to submit samples
and quotations is solicited*

WARNER

CHEMICAL COMPANY

Pioneer Producers 1886

CHRYSLER BUILDING
NEW YORK CITY

155 E. SUPERIOR ST.
CHICAGO

70 RICKARD ST.
SAN FRANCISCO

EXCLUSIVE SALES AGENTS for WESTVACO CHLORINE PRODUCTS, Inc.

CONTRACTS AWARDED

Crystal Soap & Chemical Co., Philadelphia, was low bidder on 80,000 lbs. scouring compound in 50-lb. cartons for the U. S. Post Office Department, Washington, in a recent bidding, with a quotation of 1.65¢. Armour & Co. was low bidder on 14,000 lbs. scouring compound, packed in 1-lb. cans, with bids of 1.76¢ and 1.85¢. Kirkman & Sons, Brooklyn, entered the low bid of 4.2¢ on 64,000 lbs. unwrapped toilet soap, and was also low with a bid of 4.54¢ on 26,000 lbs. wrapped.

Armour & Co., Chicago, has been awarded a contract for 12 cases of laundry soap for the U. S. Army Quartermaster at West Point, N. Y., at a price of \$1.75. Swift & Co., New York, awarded 24 cases at \$2.20. Sanitary Supply & Specialty Co., New York, awarded 4,800 lbs. soap powder at 1.87¢, and 7,500 lbs. tri sodium phosphate at 2.68¢. National Floor Engineers, New York, awarded 200 gals. liquid floor wax at 68¢. Eastern Sales Co., New York, awarded 15 doz. warehouse brooms at \$5.40. Sanitary Supply & Specialty Co., New York, awarded 10 doz. floor squeegees at \$6.90.

Conray Products Co., New York, was low bidder on 8,050 lbs. chip soap for U. S. Marine Corps, Washington, in a recent bidding, with a quotation of 5.3¢. James H. Rhodes & Co., New York, bid low on 488 packages of cleaner at \$8.95 gross. On 8,000 cans cleanser B. T. Babbitt, Washington, was low with a figure of 2.44¢. Crystal Soap & Chemical Co., Philadelphia, entered the low bid of 4.16¢ on 360 lbs. castile soap. Procter & Gamble Distributing Co., Baltimore, had the low bid of 6.24¢ on 750 lbs. grit soap. On 6,875 lbs. toilet soap, Kirkman & Sons, Brooklyn, was low with a bid of 4.98¢.

Procter & Gamble Distributing Co., Dallas, has been awarded a contract for 14,985 lbs. soap chips for the U. S. Army Quartermaster at Fort Sam Houston, Texas, at a price of 5.29¢. Armour & Co., San Antonio, awarded 2,040 lbs. soap chips at 5.59¢ and 190 lbs. laundry soap at 5.84¢. Colgate-Palmolive-Peet Co. awarded 4,680 lbs. soap chips at 5.5¢, 1,620 lbs. at 5.72¢ and 2,160 lbs. at 5.97¢. Solvay Sales Corp., St. Louis, awarded 1,630 lbs. laundry soda at 3.92¢ and 27,240 lbs. soda at 2.65¢.

Hunnewell Soap Co., Cincinnati, has been awarded a contract for 2,600 cakes grit soap for the U. S. Army Quartermaster, Chicago, at a price of 2.5¢.

Kenneth T. King has been appointed manager of the fine chemicals division of E. I. du Pont de Nemours & Co., Wilmington. Mr. King has been with the company since 1919, having previously been engaged in technical and sales development work.

CODE INTERPRETATIONS READY

(Continued from Page 32)

the hours. Are we permitted, under the code, to change the basis of payment from an hourly wage to a weekly or monthly salary?

Several department executives in our company have, from time to time, submitted questions involving interpretation of the provisions of the code of fair competition for the soap and glycerine manufacturing industry to local NRA compliance officers for advice. May we regard such interpretations as official?

We are engaged principally in the business of distributing heavy chemicals and dyestuffs. We engage incidentally in the manufacture of certain soap products which account for not more than 3% of our total gross sales. Because our production of soap represents such a small part of our total volume of business, we have requested the NRA for an exemption from complying with the provisions of the code of fair competition for the soap and glycerine manufacturing industry. Is it necessary for us to apply for and post the labor provisions of the soap and glycerine code?

Must piece workers be paid for waiting time?

In the manufacture of soap and soap products we use a large quantity of cardboard boxes which we make in our own plant. All of the boxes we make are used exclusively to package our own product, none being sold to other manufacturers or consumers as unfilled packages. Must we comply with the set-up paper box manufacturing code insofar as our production of cardboard boxes is concerned?

In the distribution of our soap products we use a large quantity of printed matter, which we produce in our own printing shop. This shop is operated as a department of our soap and glycerine manufacturing business, and everything it produces is used exclusively by us in connection with our manufacture and sale of soap products. Insofar as our printing shop is concerned, must we comply in any way with the graphic arts code?

What is an outside salesman?

We have employees who began with us in April, and some in January and at other times scattered through the past six months. All these, of course, were with us less than six months when the first 26 weeks under the code expired on May 13th. The code authority's compliance report form for the first six months Nov. 13, 1933 to May 13, 1934, apparently contemplates that the reporting employer will "average" the working hours of

(Turn to Page 53)

Market Report on TALLOW, GREASES, AND OILS

(As of June 8, 1934)

NEW YORK—The market for soap making oils, fats and greases was a dull affair this period, with buyers inactive as a result of uncertainty about the excise tax. Many were inclined to postpone purchasing in the hope that some way would be found to suspend imposition of the tax. Another factor which tended to slow up the market was that substantial stocks were of course accumulated and partially processed prior to the imposition of the tax. It will be some time before most soap makers will have worked off their supplies and be back in the market again.

Coconut Oil

The coconut oil market was a dull affair, with buyers waiting to see what action Congress might take on the President's request to suspend operation of the section of the excise tax bill applying to Philippine coconut oil. Other coconut oil markets, notably in Europe, were stronger. New York tanks are quoted at 25½c lb., with the addition of the tax.

Corn Oil

The market for corn oil was fractionally higher this period, with a somewhat better demand apparent, although actual new business placed was not substantial. Mill tanks at 43¼c lb.

Cottonseed Oil

This market was quiet, with prices unchanged from last month. Current crop news is rather favorable.

Grease

Higher prices recently have brought additional offerings into the grease market, with the result that prices eased fractionally this period. Yellow and house grease are quoted currently at 31¾c to 33¾c lb.

Tallow

The same situation prevailed in the tallow market where increased offerings sent prices down fractionally to 31½c lb. for city extra.

In a table recently published by the German paper "*Chemische Industrie*," the United States ranks first among the nations of the world in the matter of cleanliness. The table gives the per capita consumption of soap in various important countries as follows: United States, 11.5 kilograms; Holland, 11.1 kilograms; Denmark, 10 kilograms; United Kingdom, 9 kilograms; Poland, Yugoslavia, Bulgaria and Rumania, bracketed last on the list with a soap consumption of under 2 kilograms per person per annum.

PROTEST "LUX" ADVERTISING

The advertising campaign of Lever Bros. Co., in which "Lux" is presented as a preventive of "cosmetic skin" continues to disturb cosmetic manufacturers. Recent copy has caused the latter group a little less concern, but the campaign does continue to point to possible ill effects in the use of cosmetics. Lever Bros. Co. points out in defense of its campaign that the only inference is that *cosmetics allowed to accumulate in the pores of the skin* are harmful to the skin, and cites medical testimony to back up this point. In the meantime the advertisements continue to run.

The Chicago office of Industrial Chemical Sales Co., New York, is now located in suite 1511 of the Engineering Building.

The summer program of the New York Oil Trades Association, as announced by the entertainment committee, includes an outing at Travers Island, June 19, the annual championship golf tournament, September 11, at Pelham Country Club, and the annual banquet in the Waldorf-Astoria, New York, October 23. Those attending the outing, June 19, will be able to try out the Pelham course if they desire.

Stocks of refined cottonseed oil on hand in United States as of Apr. 30, 1934, totaled 844,033,050 lbs., as compared with 804,131,590 lbs., on the same date last year. Stocks of crude oil on hand Apr. 30, 1934, were 109,290,421 lbs., as against 123,958,554 lbs., Apr. 30, 1933.

The 25,000,000 pound cargo of whale oil brought into Port Ivory, N. Y., by the whaler, *Sir James Clark Ross*, last month, paid an import tax of \$1,250,000 on the basis of 5 cents per pound.

ISSUE INJUNCTION IN LIFEBOUY CASE

(Continued from Page 27)

- (f) From any use of the name "Lifebuoy" in connection with the sale of soap not made by or for plaintiff;
2. That the defendants account for and pay over to plaintiff all the profits realized by defendants by the sale of soap having a red color and a cresylic, carbolic or similar odor and/or bearing the words "Health Soap" and/or put up in a cake having an octagonal-shaped face, together with the damages which plaintiff has suffered and the costs and expenses of this action;
3. That plaintiff have such other and further relief as to the court may seem just and reasonable.

Market Report on SOAP AND DISINFECTANT CHEMICALS

(As of June 8, 1934)

NEW YORK—The pace of the market for soap and disinfectant chemicals slackened this period as buyers curtailed their withdrawals somewhat in anticipation of the usual seasonal lull in business. The market structure continued firm—without any price changes of particular note. Glycerin continued its recent advance, with some refiners disposed to await even higher prices. The naval stores market lacked definite trend.

Alkalis

Deliveries of alkalis to soap makers continued to hold up fairly well this period in contrast to the seasonal declines already being noticed in other industries. Soap makers have operated at a high level over recent months in an attempt to avoid some of the effect of the excise tax by piling up stocks of finished soap. It is inevitable to expect now that this abnormal activity must end.

Glycerin

All grades of glycerin continued to advance this period, with demand still running well ahead of available stocks. If producers were disposed to allow stocks to get into the hands of speculators, it is believed that even higher prices might be reached. Dynamite is quoted currently at 13c to 13½c lb., with saponification at 10c to 10½c.

Rosin

Minor readjustments were made in rosin quotations this period, but the market lacked definite trend. In spite of fairly heavy receipts, stocks showed no tendency to accumulate. The schedule of quotations follows: gum rosin, grade B, \$5.60; H, \$5.90; K, \$6.05; N, \$6.35; WG, \$6.40; X, \$6.50; wood rosin, \$1.70 to \$6.50.

— ♦ —
An estate of \$4,217,484 was left by the late Col. William Cooper Procter, chairman of the board of Procter & Gamble Co. The estate included 75,840 shares of common stock of Procter & Gamble Co., valued at \$2,635,440. All but a small proportion of the estate was left to his widow.

— ♦ —
The first golf tournament of the Salesmen's Association of the American Chemical Industry will be held at Bonny Briar Country Club, Larchmont, N. Y., June 20. Jack Leppart, Columbia Alkali Works, New York, is again acting as chairman of the entertainment committee in charge of the golf tournaments, and has announced that three other tournaments will follow in July, August and September.

U. S. GLYCERIN PRODUCTION UP

Domestic production of glycerin in the United States increased in the first quarter of 1934, compared with the corresponding period of the previous year, as will be seen from the following table:

	1933 Jan.-Mar. (pounds)	1934 Jan.-Mar. (pounds)
Crude glycerin, 80% basis . . .	21,217,365	38,082,769
Dynamite glycerin	7,744,125	10,581,823
C. P. glycerin	14,830,293	19,008,862

Imports of crude glycerin increased in the 1934 first quarter over the corresponding period of 1933, while incoming shipments of refined glycerin declined. Comparative data follow:

	<i>Crude</i>		<i>Refined</i>	
<i>Jan.-March</i>	<i>Pounds</i>	<i>Value</i>	<i>Pounds</i>	<i>Value</i>
1933	1,438,906	\$48,226	809,839	\$46,265
1934	1,687,836	92,102	179,105	15,059

— ♦ —
Silica Products Co., Kansas City, Mo., has issued a 40-page booklet on bentonite, dealing with the properties, sources, production and uses of this material. Special sections deal with its use as a detergent and as a fungicidal spray.

— ♦ —
Wilson & Bennett Mfg. Co., Chicago, has established a chemical research department for the benefit of users of steel containers. One of the services will be to continue work in the development of special interior coatings and protective linings to protect packaged materials from contamination.

— ♦ —
Hercules Powder Co., Wilmington, has opened offices in the Fidelity-Philadelphia building, Philadelphia. C. H. Boys, formerly in charge of the naval stores department at the Chicago office, will direct sales of "Hercules" wood rosin, turpentine and pine oil in Philadelphia.

DETERGENTS IN DISHWASHING

(Continued from Page 23)

importance. Where the calcium and magnesium of the wash water are thrown out of solution as carbonates, for example, they do not present the same scum problem as when they are deposited as calcium and magnesium soaps. The special formula, nevertheless, whether it be actually an individual formula for a certain consumer or whether it be one which is generally suited to the district in which it is sold, does have a strong appeal to the buyer, an appeal which makes easier to secure a better price than those usually quoted for the general run of stock washing compounds.

GERANIUM ARTIFICIAL

Saves up to 50% in soap perfuming!

USE Geranium, Artificial, in place of or in combination with Geranium Oil and save up to 50% or more of your soap perfuming costs. Our Geranium, Artificial, has a very fine odor value and the same Rhodinol content as the pure oil. It is a completely satisfactory substitute. With Geranium prices high, this is the time to investigate this excellent product. May we submit samples and quotations?

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NEW YORK CITY

Market Report on ESSENTIAL OILS AND AROMATICS

(As of June 8, 1934)

NEW YORK—The market for essential oils and aromatic chemicals was a quiet one this period, with few price changes and a lowered volume of sales. The ability of prices to hold firm in spite of the decline in the rates of foreign exchange was taken as a sign of strength by local dealers. Imports of essential oils into United States during the first quarter of 1934 had a total value of \$1,119,000, as compared with \$602,000 for the same period last year.

Anise Oil

Anise was steady and unchanged at 41c to 43c pound.

Cassia Oil

Cassia oil was unchanged in price—the range being \$1.15 to \$1.20 per pound. The undertones of the market were firm.

Citronella Oil

The market for citronella oil firmed somewhat this period, with Ceylon oil quoted at an advance of 1c per pound—29c to 30c. Java oil was still quoted at 38c to 43c pound.

Lemon Oil

A low quotation of 50c per pound has been set on domestic oil, leading to considerable expansion in the use of this oil. Quotations on Messina oil have not as yet weakened.

Pine Needle Oil

Due to substantially increased demand for the Siberian oil stocks have been lowered substantially and higher quotations are now in order—the range being from 85c to 90c pound.

PUBLISH COSMETIC BOOK

MODERN COSMETICS, by Francis Chilson. 6¼ x 9¼, 400 pages. \$6.00 per copy. Publisher, Drug Markets, Inc., New York. The manufacture of cosmetics is discussed by a recognized authority in the field in this abundantly illustrated volume. The author devotes special chapters to face powders, creams of all types, tooth pastes and powders, shaving cream, lotions, deodorants, depilatories, sun preparations, soap and soapless shampoos, bath preparations, hair oils, etc. Other chapters recommend a model design for a toilet goods plant, list necessary equipment and advise on packaging.

Magnus, Mabee & Reynard, Inc., New York, essential oils, have issued a revised price list and catalog for May and June, 1934.

PERFUME SOLVES MURDER MYSTERY

Dr. A. T. Frascati of Max Factor & Co., Los Angeles, and formerly connected with Ungerer & Co., New York, played a very important part in the solution of what promised to be an insoluble murder mystery in the California courts recently. A truck driver, Harry D. Shaw, was found murdered, and Mrs. Shaw and Don T. Snyder were arrested as suspects. A cigarette lighter was found near the body which proved to contain perfume. The particular odor was identified by Dr. Frascati as one which Mrs. Shaw had used for some time. With this addition to the circumstantial evidence previously uncovered, the police secured the confessions of Snyder and Mrs. Shaw.

Dr. Eric Kunz, director of Givaudan-Delawanna, Inc., New York, returned to New York on May 22 aboard the Isle de France after a five-weeks' visit to Paris and Geneva, making his headquarters while abroad with Givaudan & Cie.

SOAP CONFLICT IN RETAIL CODES

(Continued from Page 32)

well as result in a decrease in sale of soap. Informal protest on behalf of the soap industry was made through the soap association office to Mark Merrell, deputy administrator in charge of the drug code.

A conference was arranged by NRA between the grocery and drug code authorities to consider the matter. A proposed solution to the matter was the placing of designated soaps on the drug lists and all others in the grocery list. This was later abandoned in favor of another; a uniform mark-up on all soaps regardless of channel through which sold. NRA submitted to the two code authorities in question a proposed ruling to the effect that all soaps would be put under one mark-up of invoice cost plus 6 per cent. This was to be discussed by the retail and grocery code authorities. Up to date no decision or other action has been taken. The question is still in an unsettled state.

As a result of the discussion of the matter at the recent meeting of the code authority for the soap and glycerine manufacturing industry, the position of the industry was summed up as follows: "Our industry is not wildly excited as a group, one way or the other, although we think it is sound, that soaps ordinarily sold in grocery stores should be on grocery mark-up and soaps ordinarily sold in drug stores should be on drug mark-up. We leave it to individual manufacturers to express any view concerning their own products."

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METAL POLISH BASE enables the small manufacturer to produce a uniform high quality product for less than it costs him to manufacture his own.

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Vegetable Oil Soap
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Pine Deodorant

Liquid Soap Base
Shaving Cream
Coal Tar Deodorant

for your soap products—

STAUFFER BRAND

Caustic Soda

“STAUFFER BRAND” Caustic Soda can be supplied either solid or liquid, in drums or tank cars. It is uniform, pure and worth while using in your soap products. Send your next Caustic Soda inquiry to us.

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STAUFFER CHEMICAL COMPANY

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Los Angeles, Cal.

Office
420 Lexington Ave.
New York City

CURRENT PRICE QUOTATIONS

As of June 8, 1934

Minimum Prices are for car lots and large quantities. Price range represents variation in quotations from different suppliers and for varying quantities.

Chemicals

Acetone, C. P., drums.....lb.	.08½	.10
Acid, Boric, bbls., 99½%.....ton	95.00	100.00
Cresylic, 97½ dk., drums.....gal.	—	.55
97-99%, pale, drums.....gal.	—	.60
Oxalic, bbls.....lb.	.11	.11¼
Adeps Lanae, hydrous, bbls.....lb.	.14	.15
Anhydrous, bbls.....lb.	.15	.16
Alcohol, Ethyl, U. S. P., bbls.....gal.	2.45	2.69
Complete Denat., No. 5, drums., ex. gal.	.34	.42
Alum. Potash lump.....lb.	.03	.03¼
Ammonia Water, 260, drums, wks.....lb.	.02½	.02¾
Ammonium Carbonate, tech., bbls.....lb.	.08	.12½
Bleaching Powder, drums.....100 lb.	1.75	2.35
Borax, pd., cryst., bbls., kegs.....ton	50.00	55.00
Carbon Tetrachloride, car lots.....lb.	—	.05¼
L. C. L.....lb.	.06	.08½
Caustic, see Soda Caustic, Potash Caustic		
China Clay, filler.....ton	10.00	25.00
Cresol, U. S. P., drums.....lb.	.11	.11½
Creosote Oil.....gal.	.11½	.12½
Feldspar.....ton	14.00	15.00
(200 to 325 mesh)		
Formaldehyde, bbls.....lb.	.06	.07
Fullers Earth.....ton	15.00	24.00
Glycerine, C. P., drums.....lb.	.13½	.14
Dynamite, drums.....lb.	.13	.13½
Saponification, drums.....lb.	.10	.10½
Soaps, Lye, drums.....lb.	.09	.09½
Hexalin, drums.....lb.	—	.30
Kieselguhr, bags.....ton	—	35.00
Lanolin, see Adeps Lanae.		
Lime, live, bbls.....per bbl.	1.70	2.20
Mercury Bichloride, kegs.....lb.	.93	1.08
Naphthalene, ref. flakes, bbls.....lb.	.06	.07¼
Nitrobenzene (Myrbane) drums.....lb.	.09½	.11
Paradichlorobenzene, bbls., kegs.....lb.	.16	.25
Paraformaldehyde, kegs.....lb.	.38	.39
Petrolatum, bbls. (as to color).....lb.	.01¾	.06¾
Phenol, (Carbolic Acid), drums.....lb.	.14¼	.16
Pine Oil, bbls.....gal.	.59	.65
Potash, Caustic, drums.....lb.	.07½	.07½
Flake.....lb.	.08	.08¼
Potassium Bichromate, casks.....lb.	.08½	.08½
Pumice Stone, powd.....100 lb.	2.50	4.00
Rosins (600 lb. bbls. gross for net)—		
Grade B to H, basis 280 lbs.....bbl.	5.60	5.90
Grade K to N.....bbl.	6.05	6.35
Grade WG and X.....bbl.	6.40	6.50
Wood.....bbl.	4.70	6.50
Rotten Stone, pwd. bbls.....lb.	.02½	.04½
Silica, Ref., floated.....ton	18.00	22.00
Soap, Mottled.....lb.	.04¼	.04¾
Olive Castile, bars.....lb.	.09	.12
powder.....lb.	.17	.22
Olive Oil Foot.....lb.	.04½	.06
Powdered White, U. S. P.....lb.	.16	.20
Green, U. S. P.....lb.	.06½	.08
Tallow Chips.....lb.	.06	.06½
Whale Oil, bbls.....lb.	.05	.06
Soda Ash, cont., wks., bags, bbls. 100 lb.	1.23	1.50
Car lots, in bulk.....100 lb.	—	1.05
Soda Caustic, cont., wks., sld.....100 lb.	—	2.60
Flake.....100 lb.	—	3.00
Liquid, tanks.....100 lb.	—	2.25

Soda Sal., bbls.....100 lb.	1.10	1.35
Sodium Chloride (Salt).....ton	11.40	14.00
Sodium Fluoride, bbls.....lb.	.07½	.09¼
Sodium Hydrosulphite, bbls.....lb.	—	.22
Sodium Silicate, 40 deg., drum.....100 lb.	—	.80
Drums, 60 deg. wks.....100 lb.	—	1.65
In tanks, 15c. less per hundred, wks.		
Tar Acid Oils, 15-25%.....gal.	.21	.25
Trisodium Phosphate, bags, bbls.....lb.	.03	.0355
Zinc Oxide, lead free.....lb.	.06	.06¼
Zinc Stearate, bbls.....lb.	.18	.19

Oils — Fats — Greases

Castor, No. 1, bbls.....lb.	.10¼	.11
No. 3, bbls.....lb.	.09¾	.10½
Coconut		
Manila, tanks, N. Y.....lb.	—	.02%
Tanks, Pacific coast.....lb.	—	.02%
Drums.....lb.	—	.04
Cod, Newfound, bbls.....gal.	.48	Nom.
Copra, bulk, coast.....lb.	.0125	.0130
Corn, tanks, mills.....lb.	—	.04¾
Bbls., N. Y.....lb.	.05¾	.05%
Cottonseed, crude, tanks, mill.....lb.	.04¼	.04¼
PSY.....lb.	—	Nom.
Degras, Amer., bbls.....lb.	.02¾	.04
English, bbls.....lb.	.04¼	.04½
German, bbls.....lb.	.03¾	.04
Neutral, bbls.....lb.	.07¼	.09¼
Greases, choice white, bbls., N. Y.....lb.	.03½	.04
Yellow.....lb.	.03¾	.03%
House.....lb.	.03¾	.03%
Lard, prime, steam, tierces.....lb.	—	.06½
Compound tierces.....lb.	.07¼	.07½
Lard Oil,		
Extra, bbls.....lb.	—	.08
Extra, No. 1, bbls.....lb.	—	.07¾
No. 2, bbls.....lb.	—	.07
Linseed, raw, bbls., spot.....lb.	.1010	.1050
Tanks, raw.....lb.	—	.0950
Boiled, 5 bbls. lots.....lb.	—	.1130
Menhaden, Crude, tanks, Balt.....gal.	.20	.22
Oleo Oil, No. 1, bbls., N. Y.....lb.	—	.06
No. 2, bbls., N. Y.....lb.	—	.05½
Olive, denatured, bbls., N. Y.....gal.	.88	.90
Foots, bbls., N. Y.....lb.	.07	.07½
Palm.....lb.	.03¼	.03½
Palm Kernel, casks, denatured.....lb.	.03½	Nom.
Peanut, domestic tanks.....lb.	.05½	Nom.
Red Oil, distilled, bbls.....lb.	.06¾	.07%
Saponified, bbls.....lb.	.06¾	.07%
Tanks.....lb.	—	.06
Soya Bean, domestic tanks, N. Y.....lb.	—	.06½
Stearic Acid		
Double pressed.....lb.	.09	.10
Triple pressed, bgs.....lb.	.11¾	.12¾
Stearine, oleo, bbls.....lb.	.05¼	.05½
Tallow, special, f.o.b. plant.....lb.	—	.03%
City, ex. loose, f.o.b. plant.....lb.	—	.03½
Tallow, oils, acidless, tanks, N. Y.....lb.	—	.07
Bbls., c/l, N. Y.....lb.	—	.07½
Whale, crude.....lb.	.03½	.04
refined.....lb.	.06¾	.07

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Soap and Allied Industries*

OLIVE OIL, all grades OLIVE OIL FOOTS

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Neatsfoot Oil
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Soya Bean Oil
Palm Kernel Oil
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Denatured)

Rapeseed Oil
(Udenatured)
Castor Oil
Sesame Oil
Lard Oil
Palm Oil
Corn Oil
Peanut Oil
Grease (Animal)

Tallow
Red Oil
Soap Colors
Chlorophyll
Soda Ash
Sal Soda
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GERANIOL for SOAP

**In various grades to meet
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A. M. TODD COMPANY
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Business established in 1869

Essential Oils

Almond, Bitter, U. S. P.....lb.	\$2.00	\$2.50
Bitter, F. F. P. A.....lb.	2.25	2.75
Sweet, cans.....lb.	.60	.65
Anise, cans, U. S. P.....lb.	.41	.43
Apricot, Kernel, cans.....lb.	.26	.27
Bay tins.....	1.25	1.50
Bergamot, coppers.....lb.	1.45	1.90
Artificial.....lb.	1.00	1.20
Birch Tar, rect., tins.....lb.	.70	.80
Crude, tins.....lb.	.13	.14
Bois de Rose, Brazilian.....lb.	1.20	1.30
Cayenne.....lb.	2.50	2.90
Cade, cans.....lb.	.26	.30
Cajuput, native, tins.....lb.	.50	.60
Calamus, tins.....lb.	3.25	3.50
Camphor, Sassy, drums.....lb.	—	.19
White, drums.....lb.	—	.21
Cananga, native, tins.....lb.	2.00	2.05
Rectified, tins.....lb.	2.50	2.55
Caraway Seed.....lb.	1.90	2.00
Cassia, Redistilled, U. S. P.....lb.	1.15	1.20
drums.....lb.	—	1.10
Cedar Leaf, tins.....lb.	.65	.70
Cedar Wood, light, drums.....lb.	.27	.28
Citronella, Java, drums.....lb.	.38	.43
Citronella, Ceylon, drums.....lb.	.29	.30
Cloves, U. S. P., cans.....lb.	.95	.96
Eucalyptus, Austl., U. S. P., cans...lb.	.27	.28
Fennel, U. S. P., tins.....lb.	1.10	1.20
Geranium, African, cans.....lb.	6.00	7.50
Bourbon, tins.....lb.	5.40	6.40
Hemlock, tins.....lb.	.70	.75
Lavender, U. S. P., tins.....lb.	2.40	6.00
Spike, Spanish, cans.....lb.	.78	.83
Lemon, Ital., U. S. P.....lb.	.90	1.40
Lemongrass, native, cans.....lb.	1.10	1.15
Linaloe, Mex., cases.....lb.	1.15	1.25
Nutmeg, U. S. P., tins.....lb.	1.25	1.30
Orange, Sweet W. Ind., tins.....lb.	1.25	1.40
Italian cop.....lb.	1.10	1.70
Distilled.....lb.	.55	.60
Origanum, cans, tech.....lb.	.25	.50
Patchouli.....lb.	2.75	3.00
Pennyroyal, dom.....lb.	2.00	2.05
Imported.....lb.	1.35	1.70
Peppermint, nat., cases.....lb.	2.40	2.65
Redis., U. S. P., cases.....lb.	2.65	2.90
Petit Grain, S. A. tins.....lb.	1.10	1.15
Pine Needle, Siberian.....lb.	.85	.90
Rose, Natural.....oz.	5.50	18.00
Artificial.....oz.	2.00	3.00
Rosemary, U. S. P., tins.....lb.	.32	.38
Tech., lb. tins.....lb.	.28	.30
Sandalwood, E. Ind., U. S. P.....lb.	5.75	6.00
Sassafras, U. S. P.....lb.	.75	1.00
Artificial.....lb.	—	.40
Spearmint, U. S. P.....lb.	1.05	1.15
Thyme, red, U. S. P.....lb.	.50	.80
White, U. S. P.....lb.	.80	1.00
Vetivert, Bourbon.....lb.	6.50	8.50
Java.....lb.	16.00	20.00
Ylang Ylang, Bourbon.....lb.	4.60	7.00

Aromatic Chemicals

Acetophenone, C. P.....lb.	\$1.50	\$2.25
Amyl Cinnamic Aldehyde.....lb.	3.50	4.25
Anethol.....lb.	1.00	1.10
Benzaldehyde, tech.....lb.	.60	.65
U. S. P.....lb.	1.10	1.30
Benzyl, Acetate.....lb.	.60	1.00
Alcohol.....lb.	.75	1.15
Citral.....lb.	1.90	2.20
Citronellal.....lb.	2.25	2.50
Citronellol.....lb.	2.55	3.00
Citronellyl Acetate.....lb.	4.50	7.00
Coumarin.....lb.	3.10	3.30
Cymene, drums.....gal.	.90	1.25
Diphenyl oxide.....lb.	1.05	1.25
Eucalyptol, U. S. P.....lb.	.55	.65
Eugenol, U. S. P.....lb.	2.00	2.50
Geraniol, Domestic.....lb.	1.25	2.00
Imported.....lb.	2.00	3.00
Geranyl Acetate.....lb.	2.50	4.00
Heliotropin.....lb.	1.85	2.10
Hydroxycitronellal.....lb.	3.50	9.00
Indol, C. P.....oz.	2.00	2.50
Ionone.....lb.	3.60	6.50
Iso-Eugenol.....lb.	3.00	4.25
Linalool.....lb.	1.65	2.25
Linalyl Acetate.....lb.	3.00	4.25
Menthol.....lb.	3.50	3.60
Methyl Acetophenone.....lb.	2.50	3.00
Anthranilate.....lb.	2.15	3.20
Paracresol.....lb.	4.50	6.00
Salicylate, U. S. P.....lb.	.40	.45
Musk Ambrette.....lb.	5.75	6.00
Ketone.....lb.	6.25	6.50
Moskene.....lb.	5.00	6.00
Xylene.....lb.	2.00	2.50
Phenylacetaldehyde.....lb.	4.00	6.50
Phenylacetic Acid, 1 lb., bot.....lb.	3.00	4.00
Phenylethyl Alcohol, 1 lb. bot.....lb.	4.25	4.50
Rhodinol.....lb.	5.75	8.00
Safrol.....lb.	.45	.48
Terpineol, C. P., 1,000 lb. drs.....lb.	.33	.35
Cans.....lb.	.36	.37
Terpinyl Acetate, 25 lb. cans.....lb.	.80	.90
Thymol, U. S. P.....lb.	1.40	1.50
Vanillin, U. S. P.....lb.	4.50	5.75
Yara Yara.....lb.	1.30	2.00

Pyrethrum Products

Insect powder, bbls.....lb.	.35	.37
Concentrated Extract		
5 to 1.....gal.	2.05	2.10
15 to 1.....gal.	5.75	6.00
20 to 1.....gal.	7.80	7.85
30 to 1.....gal.	11.55	11.60

Gums

Arabic, Amb. Sts.....lb.	.09	.09½
White, powdered.....lb.	.12	.13
Karaya, powdered No. 1.....lb.	.08	.09
Tragacanth, Aleppo, No. 1.....lb.	1.15	1.20
Sorts.....lb.	.11	.12

Waxes

Bees, white.....lb.	.34	.37
African, bgs.....lb.	.21	.22
Refined, yel.....lb.	.26	.29
Candelilla, bgs.....lb.	.13	.14
Carnauba, No. 1.....lb.	.32	.33
No. 2, yel.....lb.	.31	.32
No. 3, chalky.....lb.	.19	.21
Ceresin yellow.....lb.	.36	.38
Paraffin, ref. 125-130.....lb.	.03%	.04%

"Eye-Appeal" . . .

There's sales-making "eye-appeal" to the packaged cleanser made from Victor Tri Sodium Phosphate. Its beautiful, brilliant white crystals assure cleansing efficiency that actual results fully confirm. Furthermore, the superior mechanical condition of Victor T.S.P. eliminates annoyance from caking.

Sales making data on request

Complete, laboratory data covering the many advantages of Victor Tri Sodium Phosphate will gladly be supplied on request. Packagers of this popular household cleanser will find the information of considerable value in preparing sales promotion material and advertising campaigns.

Another advantage
of the packaged cleanser
made from

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Chicago, Ill.

CODE INTERPRETATIONS READY

(From Page 43)

certain employees, including those who have been on the payroll only a part of this 26 weeks period. Why should we be required at this time to report the average working hours of permanent employees who have been on the payroll only a part of the 26 weeks period? Do not the restrictions on average working hours in the code apply to each such employee at the end of the particular six months which represents *his* first six months work?

We are soap manufacturers and operate a number of motor trucks. None of these trucks is for hire. All of them are used to haul our merchandise to and from our customers. Under the soap and glycerine code we are permitted to work our truck drivers and helpers an average of 44 hours per week in a six months' period, and not more than 48 hours in any calendar week, and of course, are compelled to pay them not less than $1\frac{1}{3}$ the regular hourly rate if they work in excess of eight hours in any twenty-four hour period, or in excess of 40 hours in any calendar week. We understand that under the trucking code drivers and helpers are permitted to work as much as 108 hours in a consecutive two-week period, and are paid the overtime rate only when they work more than 48 hours in any one week. Are we permitted to work our truck drivers and their helpers under the trucking code instead of the soap and glycerine code?

We are applying to the State Labor Commission for a certificate which will permit us to pay a sub-standard handicapped employee a lesser wage than the minimum provided in the soap and glycerine code. Does the NRA regulation requiring that an official copy of any order modifying the code labor provisions must be posted in connection with the official code labor posters, mean that we must post the certificate covering the sub-standard employee in connection with the regular code labor posters?

We engage principally in the business of reclaiming glycerine from old waste printers' roller composition. Occasionally, when the market is favorable, we purchase and refine quantities of crude glycerine but the major share of our production comes from old printers' roller scrap. May we accept and operate under the soap and glycerine code?

Approximately 50% of our business is in cleanser and we are operating this division from a labor standpoint under the soap and glycerine code. The other half of our business is lye, and we are operating this portion of our business under the lye code. The lye code provides for the manufacturing of cans, packages and shipping cases to be used for lye as a part of the code. The soap and glycerine code does not make a provision for the type of manufacturing, although it is actually a part of the cleanser production. We do not sell any of our cans, either metal or fibre, to anyone and the entire production is for our own use in the manufacturing of our products. Must the department of our business which manufactures cans for cleanser operate under the provisions of the soap and glycerine code?

An employee in a plant engaged in the manufacture of soaps, disinfectants, etc., works on a number of small vats and tanks. At one time during the day he may be working on a tank of pine tar disinfectant and later in the day will work over a tank of soap. To what extent must the employer keep a record of such a worker's time in order to comply with any requirements made by the code authority for statistical reports as authorized by article VI, paragraph D, section 1 of the code of fair competition for the soap and glycerine manufacturing industry?

SPECIALTY SOAPS

LIQUID SOAP BASE

Coco Oil—60%—Natural, Opal,
Green

LIQUID SOAPS

Coronut 10% to 45%
Olive Oil 10% to 30%
Colored and Perfumed

SCRUBBING SOAPS

Pine, Sassafras, Plain

LIQUID SHAMPOOS

Coconut Oil .. 30% to 45%
Olive Oil 30%
Castile 30%

POWDERED and GRANULATED SOAPS

Castile, U. S. P.
Coco Castile 50-50
Pure Coconut

SOFT POTASH SOAPS

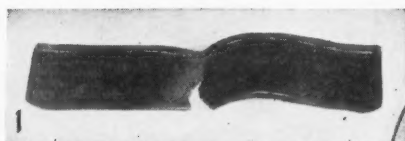
Light and Dark
U. S. P. 9th and 10th

PHONE CUMBERLAND 6-2800
KRANICH SOAP CO.
54-60 RICHARDS ST. BROOKLYN, N.Y.



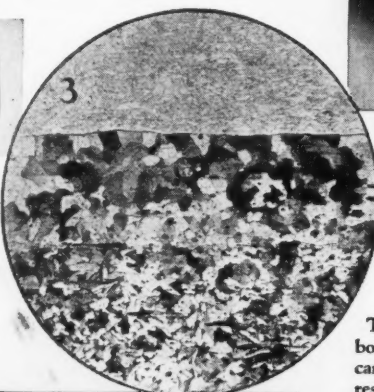
Pictured Proof of PLYKROME'S SUPERIORITY

EVERY DAY in laboratory, in shop, and in the plants of users, Plykrome is demonstrating its ability to meet exacting requirements. For economy in corrosion resistant equipment—for workability, for weldability—here's evidence of the way Plykrome can serve you.



1 The Steel Broke but the Bond Stays Firm

Plykrome is the only stainless clad steel that compensates for the difference between the coefficients of expansion of stainless steel and carbon steel. A special bond sheet in Plykrome nullifies the stresses between the two metals and effectually prevents any separation or splitting. Illustrated above is a piece of 1/2" Plykrome Plate that has received four 90° bends, cold. The steel base has fractured but the stainless veneer is still firmly bonded to the base.



4 For Deep Drawn Products

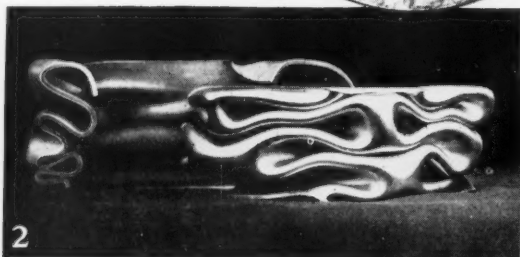
A tub 18" in diameter and 15" deep formed in a single operation from a piece of 18° Plykrome—without annealing.

3 As the Microscope Sees the Bond Sheet

The heat of welding stainless steel to carbon steel tends to set up a migration of carbon atoms into the stainless steel—resulting in a reduction in the capacity of the stainless steel to resist corrosion. In Plykrome this migration is prevented by the bond sheet. Just another reason why Plykrome will serve you better—and longer.

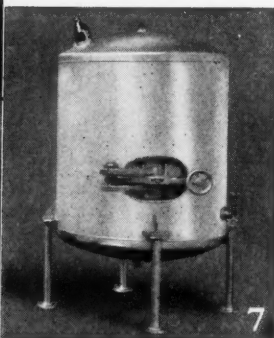
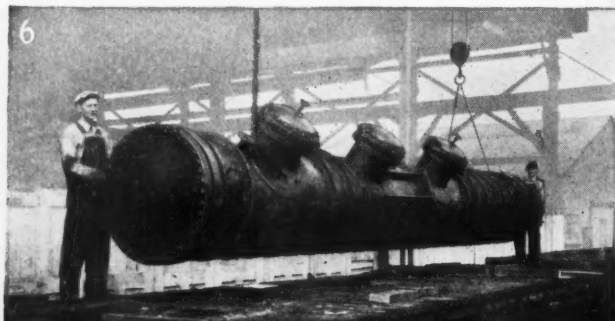
2 It Takes Punishment

A tube of Plykrome crushed in a laboratory test. There is no separation of the stainless veneer from the base plate on either inside or outside bends. Here's conclusive proof of the workability of Plykrome.



6 Fighting Corrosion at Low Cost

This huge oil-cracking still will combat the corrosive action of sulphur-bearing crudes. For heavy units Plykrome offers tremendous cost savings, as the necessary physical strength to resist pressure is supplied by the low cost carbon steel base. Stainless is used only on the inner surface—where it is needed.



7 Pure products stay pure in Plykrome

A yeast propagation tank fabricated from Plykrome. The stainless surface of Plykrome is inert under all types of fruit acids, fermented products, etc. No danger of contamination when you use Plykrome.

5 Welds Well

Here's a piece of welded Plykrome after submergence in an acid bath to remove the steel base. Note that the weld is entirely unaffected. The weld was laid with a single bead from a chrome-nickel rod.



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PRODUCTION SECTION

A section of SOAP devoted to the technology of oils, fats, and soaps published prior to Jan 1, 1932, as a separate magazine under the title, *Oil & Fat Industries*.

The Oil Soap Industry

PART II

By S. J. MILLER, Ch.E.

THE preceding article of this series brought the manufacture of hard amber oil soap up to the point where it was ready to be given the final examination by the laboratory. In actual practice, this examination assumes two different forms. In some cases, the final approval is left entirely to the judgment and experience of the soapmaker. In others, the authorization for removal of the batch from the kettle must come from the laboratory. The latter course is certainly the one to be recommended, as the soapmaker's appraisal of his own work, although of great practical value, is by no means infallible, and cannot be depended upon to yield a degree of uniformity of product entirely in agreement with modern industrial standards.

Undoubtedly, the laboratory is largely to blame for the fact that some oil soap plants even now depend wholly upon the soapmaker's decision. Too often, the older methods of exact analysis have been complacently adhered to, and little or no effort has been made to devise a rapid technique of proximate analysis which would be satisfactory to the production department in point of time consumed. Admittedly, complete analyses for control purposes should be run on each batch after it has been drawn from the kettle, and these should be carried out immediately so that the occasional flaw can be corrected before further money has been spent in preparing the soap for shipment. But it is highly desirable that methods be worked out which will enable the laboratory to check the kettleman's decision before the batch has been drawn.

One such method,—or device,—is suggested in Fig. III. As mentioned in the first article of this series, this piece

of apparatus has not been submitted to sufficiently thorough testing that it can be endorsed as perfect for the work. However, it does undoubtedly go a long way toward solving the problem, and greatly facilitates the laboratory's work of maintaining control over the product. The vertical standard (1) is to be securely fastened to the top of the laboratory table or bench. From this standard, project rigid arms (2, 3), each of which is bored, and fitted with a train of ball bearings

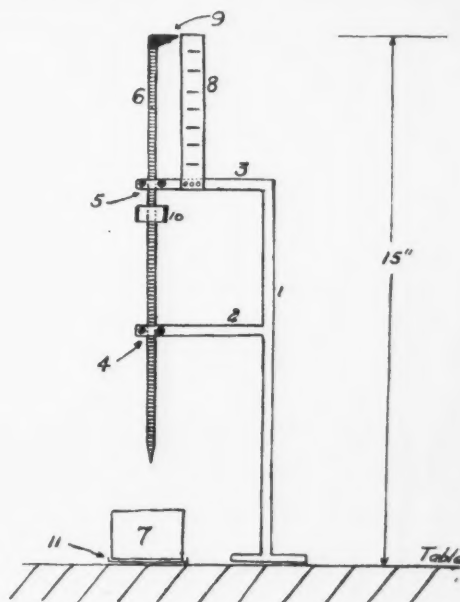


Fig. III.

at points (4) and (5). Through the frictionless guides thus provided passes a solid metal plunger rod (6), finely tapered at its lower end. By means of any suitable trigger (not shown), this plunger is held poised above the soap sample (7). By tripping the trigger, the plunger is allowed to fall freely, and will penetrate the soap to an extent which will be indicated on the scale (8) by the pointer (9). To vary the plunger weight as desired, a collar can be attached to the plunger by means of set screws, as suggested at (10). The soap sample can be held in place by setting it in the low walled circular pan (11), and this also should be securely fastened to the table in order that readings may be more truly comparable.

Obviously, the extent of penetration of the soap by the plunger will be an empirical measure of the solidity of the sample, and therefore of its anhydrous content as well. The principle is not new, as engineers will recognize, but is to some extent an adaptation of the familiar Brinell tester used in metallurgical work.

In evaluating the numerical data read from the scale, there are several factors to be considered. Tabulated, and omitting those of purely theoretical import, they are: d—penetration; w—weight of plunger; t—temperature of sample; c—diameter of sample; m—thickness of sample; a—taper of plunger point.

This rather imposing array of variables can be materially simplified by fixing as many as possible of them at definite values. The factors (w, a) will be eliminated by using the same plunger for every test. Then, if care is taken to see that the sample is always of the same size and shape, the additional items (c, m) can be dropped; and the matter of temperature (t) can be eliminated either by conducting all tests in a closed, temperature-controlled cabinet, or simply by disregarding this detail. It is assumed, of course, that the sample will be brought to the prevailing room temperature before the test is performed. This being done, a complete disregard of the temperature factor will not lead to any serious lack of uniformity in the soap approved on the basis of these tests, provided only that the sample shall not be tested at temperatures above 80° F. This refers, of course, to the actual temperature of the soap sample,—not that of the room.

These assumptions achieve the desired end of cancelling all of the variables except the measured distance (d). In as much as the test is purely empirical, each tester will have to be calibrated for the correct numerical value of (d) by standardizing against known perfect samples. Since the size and shape of the sample will materially affect the readings, these dimensions should be held absolutely constant. Furthermore, the receptacle (11) should have walls not more than $\frac{1}{8}$ " high and should be at least $\frac{1}{4}$ " greater in diameter than the soap sample, in order that no supporting or compressing force may enter to complicate the equation needlessly.

A cylindrical shape is suggested for the sample because of the obvious advantages of uniform force dis-

tribution which such a section offers. Surely every soap chemist will have the ingenuity to devise means for obtaining such a sample rapidly and conveniently. The indicated overall height of 15" is given as a suggestion only, to offer some idea as to the approximate size of suitable equipment. For the sake of simplicity, the writer has adorned the suggested tester with the none too imaginative name of "Indentometer."

One more caution should be noted—the sample should

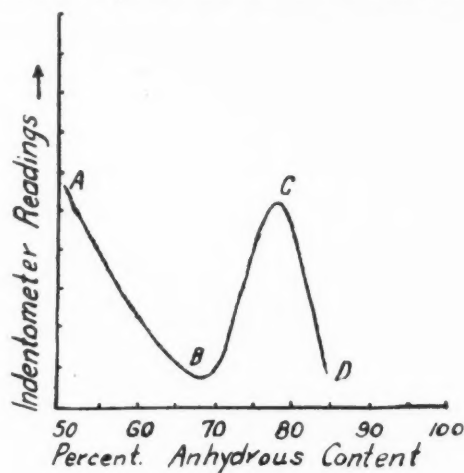


Fig. IV.

be tested a given length of time after it has come down to room temperature. It requires a few minutes after complete cooling for maximum solidity to develop. Thereafter, especially in a mass of soap as small as this, an appreciable amount of surface dehydration and consequent softness will appear if there is much delay in running the test. As a rule, a waiting time of five minutes after cooling is considered sufficient.

Figure IV presents a graphical method of interpreting the "Indentometer" readings. It is largely self-explanatory, the point (B) being the optimum one. Concentrations in the range (AB) can be distinguished from those in the range (BC) by the fact that the plunger point, if placed in direct contact with the soap surface and then released, will penetrate *slowly* in the former case, and very much more *rapidly* in the latter. The range (CD) will never be confused with either of the other two because of the visible loss of translucency which accompanies the higher concentrations.

This entire proposed method of testing is based upon the principle of impact. It could probably just as well depend upon simple pressure, in which case the plunger would be placed directly in contact with the soap before being released. In such a case, however, it would apparently be necessary that the penetration be measured *per unit of time*, instead of absolutely,—an additional factor which is avoided by relying solely upon impact. Or, some may prefer a combination of the two, operating by means of initial impact, with subsequent penetration over a stated period of time. Such choices can very well be left to individual determination.

SO FAR as routine chemical analysis is concerned, very little need be said. With unfilled soaps (which includes the great majority of oil soaps), the anhydrous content can be determined instead of the total fatty acids. This saves a great deal of time, and makes possible the use of much less expensive personnel. The free alkali should be determined, divided into hydroxide and carbonate, and when neither is present, the free fatty acids should be titrated. At stated intervals,—possibly twice each month,—the following should be checked:—glycerin, unsaponified saponifiable matter, water insoluble matter, and alcohol insoluble matter.

The results of these determinations will sometimes suggest a recheck of the various raw materials used. For example, a low glycerin content might indicate oils of a foots-like nature, high in free acids, in water, in starchy or cellulose like impurities, as well as in the waxy and miscellaneous materials found in settlings. Such a condition would probably arise from a too long unagitated storage of the oil prior to use, as the original oil when received should certainly have had the immediate attention of the laboratory.

An unduly high content of insoluble matter would suggest impurities derived from the alkalies, again probably concentrated by settling in storage, or it might indicate a failure to keep the kettles clean above the soap level, with consequent extreme dehydration or near charring of soap particles which later found their way into the batch being tested.

But these matters are largely ones of common knowledge, and so can be passed over without further comment. There are, however, several specific details of laboratory procedure, designed to expedite analytical work for the benefit of the production and shipping departments, especially with reference to shampoos and liquid toilet soaps and bases. These will be described later, in connection with those products. Returning, therefore, to the batch of hard amber oil soap in the kettle, ready to be drawn, let us look at the details of packaging and package preparation which are peculiar to the oil soap industry.

AS MENTIONED above, oil soaps are primarily important for bulk sale and use. This is particularly true of the hard amber product. Although repeated efforts to popularize smaller packages have been made, it is still safe to say that more than 90% of the sale of this soap is in drums or barrels, holding from 100 to 500 pounds. Most of these are of what is known in the industry as the "self-dispensing type." In other words, the soap is so arranged in the container that the mere addition of water from time to time maintains a constant supply of dissolved soap, which can be withdrawn as needed, either by means of an outlet in the side of the barrel near the bottom, or by means of a pump placed in the top of the package.

There is much disagreement as to the origin of this plan for using oil soap. Conflicting patents have been

issued to several parties, and there has been some litigation in connection with these patents. Happily, there has been very little of this during the past year or so. From the various court records, it appears that one party discovered, or invented, this method of soap use at least ten years ago but, apparently failing to realize its possibilities, failed to make the most of it in his merchandising program. Several years later, the same method was independently conceived by another party, who did make very effective use of it. Leaving to the courts, however, the question of where the legal rights reside, it is a matter of fact that most important oil soap makers are preparing their soap barrels and drums for use by this process.

Essentially, the plan is simple. It requires only that the water may be poured into the package at the top, flow through or beside the mass of soap, and emerge as soap solution at the lower opening. When a pump is used, the lower opening becomes superfluous. To achieve the desired contact between the soap and the water, some plants close the drum of hot soap tightly while the soap is still fluid, and lay the drum horizontally until the contents have solidified. When the soap cools, it contracts. Thus, there is left a space running from top to bottom of the drum, down one side, so that water poured in at the top will stand between the inner wall of the drum and the mass of soap. In other cases, moulds are placed in the hot soap in the drum, and withdrawn after cooling, leaving the desired channel, while in others the passage is simply bored through the solidified soap.

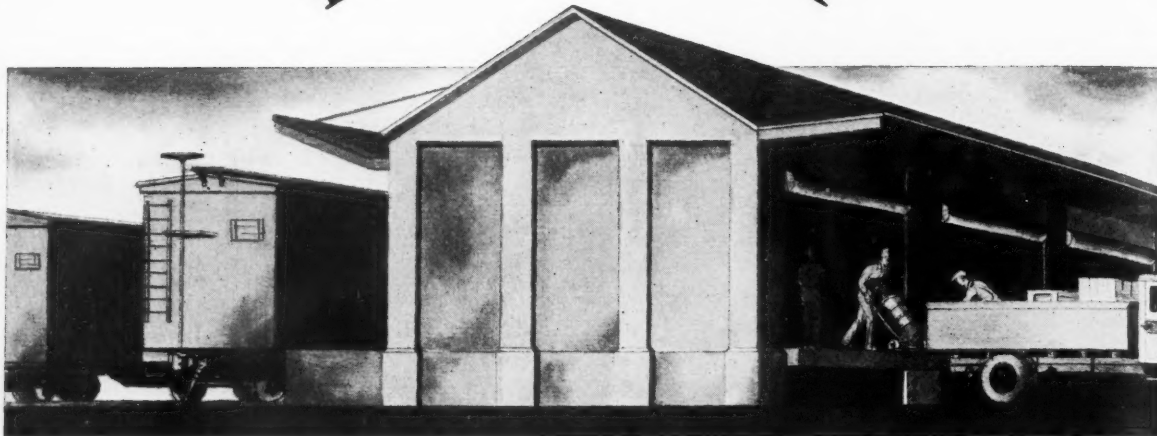
There is also the somewhat similar soap dissolving system, used by some makers, whereby water from the main is piped through the head of the drum, and a suitable valved outlet is provided. As rapidly as soap solution is drawn from the package, clean water flows in to replace it.

These facts are brought in here because it is undeniable that the rapid spread of economical methods of use have been a tremendous aid to the industry during the past few years, in that it has made possible the admitted cleaning advantages of oil soaps at unit washing costs which could stand comparison with other types of soaps and detergents.

WHICHEVER channelling method is adopted, it is performed as soon as the soap has become thoroughly cold and solid in the drum, and the package then receives the necessary weighing, labelling and similar operations, after which it is at once ready for storage or shipment. Prepared in this way, and packed in steel drums,—which is more and more becoming standard in the industry,—hard amber oil soap stands up well under prolonged storage. There is, of course, a progressive loss of translucency, and there usually develops more or less rancidity, depending upon the materials and care of manufacture of the soap. Neither of these

(Turn to page 65)

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LAURYL SULFATE SHAMPOO

In the May, 1933 issue of SOAP, an item was published from Germany attacking the use of the fatty alcohol sulfates as shampooing materials. The statement was made that oil removal was so complete as to be injurious to the hair. As sodium lauryl sulfate is the main ingredient of a shampoo sold in this country, it is interesting to see what information has been collected on the subject here. The following is quoted from a representative of the firm selling this shampoo:

"We have considerable evidence from two sources that alkyl sulfates do not remove oil from hair and similar fibers more completely than soap if the washing with soap is done thoroughly and under the proper conditions. First, our experiments in scouring oil from wool show that under proper washing conditions, using soft water, soap removes the oil as completely as alkyl sulfates. This is shown both by the feel of the wool and quantitative solvent extractions of the oil remaining. Second, we have compared hair washed with soap in distilled water with a part of the same head of hair washed with lauryl sulfate in hard water. From the feel of the hair, the oil had been removed to the same extent in both cases.

"The problem of washing hair with soap, however, is complicated by the fact that the water used usually contains some hardness, which forms hardwater soaps. These hardwater soaps stick to the hair. For this reason, hair washed in soap still holds considerable foreign material which gives it a different feel from hair washed in lauryl sulfate and may give some people the idea that hair washed in the latter is dryer. Many people see their hair perfectly clean for the first time in their lives when they have had a lauryl sulfate shampoo. Whether or not this perfectly clean hair is more desirable than hair containing lime soaps (or the fatty acids from them, if an acid rinse is used) is somewhat a matter of opinion. Judging by the reports we have already had from beauty shops and individual users, the overwhelming majority of the people prefer to have their hair clean.

"Removal of the oil of the hair by an alkyl sulfate shampoo does not leave the hair dry in the sense that it is harsh and brittle. Hair washed in this way is always soft and pliable. As further evidence that the removal of oil from the hair and scalp is not harmful, and does not cause an excessive dryness, tests show that lauryl sulfate does not cause irritation or itching of the scalp which would be most likely to accompany an extremely dry condition. Moreover, no reports of scalp irritation have been received from the trade."

In hydrogenating highly unsaturated oils, these are mixed with wholly or partly hydrogenated oil and the whole treated with hydrogen in the presence of a catalyst. In this way hydrogenation can be completed at a lower temperature, thus prolonging the life of the catalyst and improving the quality of the product. Nippon Chissohriyo K. K. Japanese Patent No. 99,101.

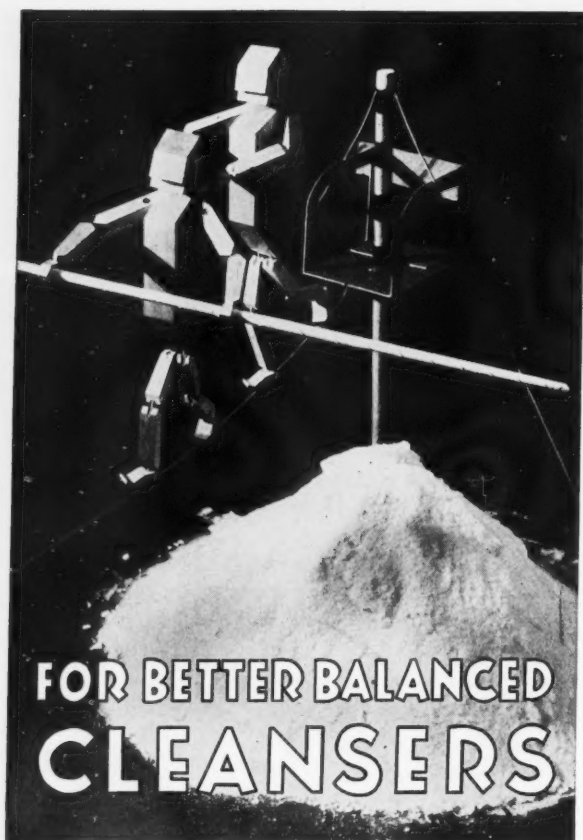
"NASCENT" SOAP

It is believed that soaps formed by the neutralization of fatty acids with alkalis, have at the moment of their formation, a much greater detergent activity than ordinary soaps. A. Raynor (*Chemistry and Industry*, 53, 365) studied this question by washing standardly soiled strips of cloth under controlled conditions. In the first series of experiments, soap and soda ash were used. The results showed that cleansing power varied inversely as the soap concentration, contrary to the usual experience. The explanation was that soda ash reacted with the fatty acids in the crude olive oil used in the standard soil, to give a soap of greater activity than ordinary soap.

Investigating this phenomenon further, it was found that oleic acid converted into soap in the fiber by addition of soda ash or ammonia, was 20 times more active as a cleanser than the same weight of fatty acid used as soap under ordinary conditions. The process was developed for industrial use, for which an emulsion of 45 per cent oleic acid, 5 per cent sulfonated castor oil, 1.5 per cent glue, and 48.5 per cent water was adopted. By first immersing the goods in a diluted emulsion of oleic acid, and then dipping in a sodium carbonate or sesquicarbonate bath, the detergent activity was 6 times greater than if the same weight of fatty acid had been used in the form of soap flakes. A more rapid liberation of dirt took place, with less scrubbing. No hardening effect on woolen goods occurred. Because of the better removal of dirt, colored goods looked brighter. No explanation was offered.

Commercial Igepon A and Igepon T pastes have been examined for solubility in water and organic solvents, density of aqueous solutions, viscosity, surface and interfacial tension, emulsifying action, foam number and foam consistency with and without the presence of electrolytes, and salting-out processes. Results parallel those obtained with soap solutions. The reduction of the surface tension of water is far greater than in the case of equally concentrated soap solutions. Interfacial tension against oil is also reduced to a greater extent than with soap solutions. The emulsifying action toward organic solvents in general is less than with soaps. Igepon A and Igepon T have the following compositions, respectively: Active substance 45 and 33.5 per cent; soap 4 and 2.5 per cent; salts 16 and 8 per cent; water 35 and 56 per cent; molecular weight 412 and 425. The active substance consists of sulfonated products. In Igepon A, the carboxyl or acid radical is modified by condensation, and in Igepon T by amidation. E. L. Lederer. *Angew. Chem.* 47, 119-25 (1934).

Cottonseed oil is refined by heating at 160-280° with about 1 per cent of an anhydrous ester of boric acid and a polyhydric alcohol such as glycerin. This precipitates mucilage and decolorizes the oil. The treatment can be combined with deacidification *in vacuo* with steam. J. Y. Johnson, British Patent 405,398, dated March 10, 1932.



CONSUMERS of cleansers are enthusiastic about the "balanced" features of compounds containing Metso, sodium metasilicate.

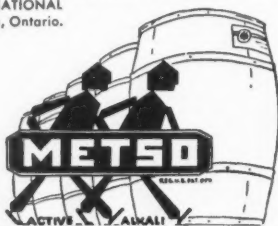
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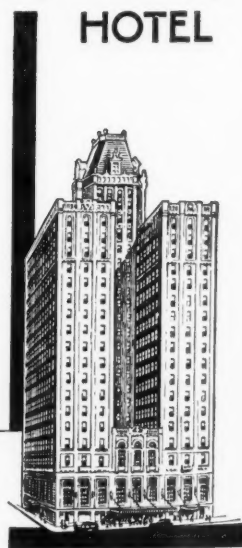
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ON PRODUCTS AND PROCESSES

When using soap as a binder in toothpastes, saline additions must be avoided above a certain concentration, as they coagulate the soap and destroy its value. In soap-containing pastes, the salt content should not exceed a maximum of about 5 per cent. The soap itself is formulated within rather narrow limits,—coconut oil being essential. One-third to one-half the fat used should consist of coconut oil, the exact amount depending on the salt content. Coconut soaps do not possess a particularly attractive taste, so that special attention must be given the selection of a taste-corrective in the form of a suitable perfume or sweetening substance. Karl Pfaff. *Manuf. Chem.* 5, 126-8 (1934).

To prepare a stable soap-base which will not deteriorate on standing, saponify the tallow completely before introducing any other fat. Tallow is more difficult to saponify than most other fats used. A good procedure is to put half of the tallow into the vessel, add water and bring to boil. Add alkali according to the amount of tallow present. When saponification is complete, add the rest of the tallow, and the amount of alkali needed for saponification. At the end of the day, separate the soap with strong caustic and let stand overnight. The next morning draw off the caustic liquor. Add melted coconut oil to the alkaline product, until excess alkali is not over 0.6 to 0.7 per cent. Determine the alkalinity and add caustic soda or coconut oil until excess alkali amounts to 0.1 to 0.15 per cent. Monsoin. *Seifen, ol-u. Fettind.* 20, 110-11 (1934).

Oxidation as a cause of rancidity, varies in its effect with the composition of the fats or oils. If oleic acid is the only unsaturated acid present, rancidity from oxidation occurs very quickly. If linoleic or linolenic acid is present also, rancidity develops much more slowly, if at all. Linolenic acid is particularly effective in preventing it. The explanation is given as a preferential oxidation of the more unsaturated compounds, similar to their selective hydrogenation. Th. Ruemele. *Seifensieder-Ztg.* 61, 125 (1934).

Tests on the keeping quality of soaps having a slight excess of free fatty acid show that in general, these become rancid fairly soon. Although cold process soaps contain excess fatty acid, they are stable because of the different type of fat present. C. Bergell. *Seifensieder-Ztg.* 61, 143-5 (1934).

Oxidation of fats, oils, and petroleum hydrocarbons is prevented by adding to the oils hydroxy, amino, or

hydrazine compounds of thymol, or a propenyl or allyl derivative of phenol containing an alkyl ether group larger than ethyl. Honen Seiyu K. K. Japanese Patent No. 99,257.

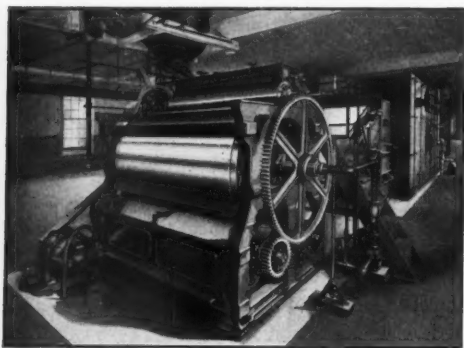
The use of 0.2 per cent sodium thiosulfate in soaps as a protection against rancidity, sometimes leads to unexpected difficulties. Such a soap cooled in iron forms showed black discolorations. The foreign material was iron sulfide, formed by the reaction of sodium thiosulfate with the iron. In another instance iron sheets coated with tin were used in the forms, when yellow tin sulfides were formed similarly. Soap exposed for three weeks before packing was coated with crystals. Investigation showed that these were composed of sodium sulfate. The thiosulfate had decomposed spontaneously to sodium sulfate, sodium sulfide and sulfur. Excess fatty acid also caused the decomposition of thiosulfate, which was accelerated by the influence of light. Colored soaps may be bleached under the combined influence of sodium thiosulfate and light, particularly in the presence of free fatty acid. Monsin. *Seifen, ol-u. Fettind.* 20, 127-8 (1934).

The foam values of soaps made from tallow are greater than those of soaps derived from palm-kernel oil or hardened oils, particularly if the air space in the shaking volume is large. For constant results, this should be a minimum. Foam value decreases with an increase in the age of the solution up to 12 hours, when it becomes constant. This is partly accounted for by the longer duration of contact with air. To obtain constant results, 50 cc. of fresh sample are shaken 40 times in a 120 cc. cylinder at 20° C. and/or 50° C. The percentage of foam is read at 1-minute intervals over 10 minutes. Hetzer. *Chem.-Ztg.* 57, 715-16, 735-6.

Water-soluble wetting agents for use in the textile, leather and rubber industries are made by sulfonating partly or completely hydrogenated products condensed from phenols or their derivatives and aldehydes and ketones. Thus, *p, p'* dihydroxydiphenyl dimethylmethane is hydrogenated and then sulfonated with chloro-sulfonic acid. Hydrogenated products of the type of Bakelite may also be used. Soc. pour l'ind. chim. a Bale. French Patent No. 757,725, dated December 30, 1933.

A wetting agent for use in alkaline baths is prepared by mixing a terpene alcohol with an alkali-resistant sulfonated fatty substance. Soc. pour l'ind. chim. a Bale. Swiss Patent No. 164,811, dated January 2, 1934.

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NEW IDEAS FOR SHAMPOOS

Sapamines, salts of diethylaminoethyl-oleyl amide, resemble soap in wetting and cleansing properties. Aqueous solutions form strongly, even at great dilutions and in the presence of acids. Foaming ability resembles that of saponine. In contrast to soaps, sapamines are not precipitated by metallic salts in dilute solution. They are completely resistant to calcium hardness. The presence of acids over a wide range has no effect, but alkalinity above pH 7.6 causes precipitation of a base. Suitable salts are the acetate, phosphate, citrate and salicylate. Organic sapamine salts dissolve readily in fats, oils, hydrocarbons, etc. Mixtures with Turkey-red oil, glycerine, alcohol, saponine, etc., offer many possibilities. Alcohol decreases foaming power. Sapamine has disinfectant action. The following shampoo formulas are suggested:

1. 15 per cent sapamine citrate
1 per cent citronellol acid
1 per cent pure saponine
1 per cent glycerine
82 per cent of 10 per cent alcohol
2. 20 per cent sapamine acetate
0.5 per cent boric acid
0.5 per cent perfume
79 per cent water

Enzymes are supposed to have a certain emulsifying and purifying action. Shampoos containing enzymes are as follows:

1. 80 per cent soap powder
10 per cent sodium bicarbonate
8 per cent borax
5 per cent pancreatin
(maximal enzyme action at 40° C. and pH 7.8 — 8.0)
2. 63 per cent sodium lauryl sulfate
5 per cent sodium phosphate
18 per cent sodium bicarbonate
10 per cent powdered borax
2 per cent pure pancreatin
2 per cent pancreatic lipase.

These preparations are quite stable in dry form, but enzyme activity causes deterioration in solution. Dry shampoos may be rubbed into the hair and then brushed out, without the use of water. They consist largely of starch, as in the following:

1. 94 per cent rice starch, defatted
1 per cent sodium bicarbonate
5 per cent powdered borax
2. 20 per cent powdered silica gel
85 per cent defatted starch
5 per cent powdered trisodium phosphate

H. Janistyn. *Seifensieder-Ztg.*, **61**, 227-8 (1934).

INORGANIC SALTS IN SULFONATED OILS

Incidental to manufacture or by admixture, commercial sulfonated oils may contain various amounts of inorganic salts, such as alkali chlorides, sulfates, and less frequently acetates, carbonates, etc. The determination of inorganic sulfate is part of the regular procedure for finding organically combined sulfuric anhydride, but other inorganic salts are practically always included with the "undetermined," largely because no satisfactory direct method of analysis has been previously described. A satisfactory method would not only round out the analysis of a sulfonated oil but would also be of great assistance in grading or classifying such products. Thus, in connection with Commercial Standard CS43-32 of the Bureau of Standards, the committee was in favor of grading sulfonated oils by subtracting from 100 per cent the sum of the moisture and inorganic salts, but this method had to be abandoned because the methods for determining inorganic salts were unsatisfactory.

Only recently a new method has been developed which determines alkali sulfates and chlorides in sulfonated oils readily and accurately. It depends upon the fact that dehydrated sulfonated oils become miscible with carbon tetrachloride in the presence of oleic acid; the inorganic salts are insoluble in the mixed solvent. Addition of oleic acid directly to the oil also prevents the sample from jellying upon being dehydrated. Also, the salts are determined by this method in the combination in which they actually exist in the original oil.

New titration methods for sodium carbonate and acetate have been worked out. These salts react with oleic acid and cannot be determined in its presence, unlike sulfates and chlorides. The titration methods are based on the following findings: Total fatty matter may be extracted quantitatively with ether over an acidified solution of salt. Acetic acid dissolved in ether may be extracted by proper washing with salt solution. Sodium acetate liberates acetic acid quantitatively when heated with excess oleic acid at 123-125° C. Sulfonated oil containing soap can be heated for 30 minutes at 123-125° C. with practically no decomposition of the organically combined sulfate group. The titration is accurate to 0.2 per cent.

The original article will have to be consulted for details of the methods. Ralph Hart. *Ind. Eng. Chem. Anal. Ed.* **6**, 220-3 (1934).

The presence of calcium bicarbonate in water (calcium from hard water, carbon dioxide from air), interferes seriously with the action of sodium oleate (red oil or olive oil soaps) in removing pigments from cloth and in preventing their redeposition on clean cloth in the same solution. The effect is apparently partially due to the formation of acid soap and partially to precipitation of calcium compounds. Mixtures of soap and sodium silicate ($\text{Na}_2\text{O}:3.25 \text{ SiO}_2$) are better than soap alone both in removing pigments and in preventing their redeposition. John D. Carter and William Stericker. *Ind. Eng. Chem.* **26**, 277-81 (1934).

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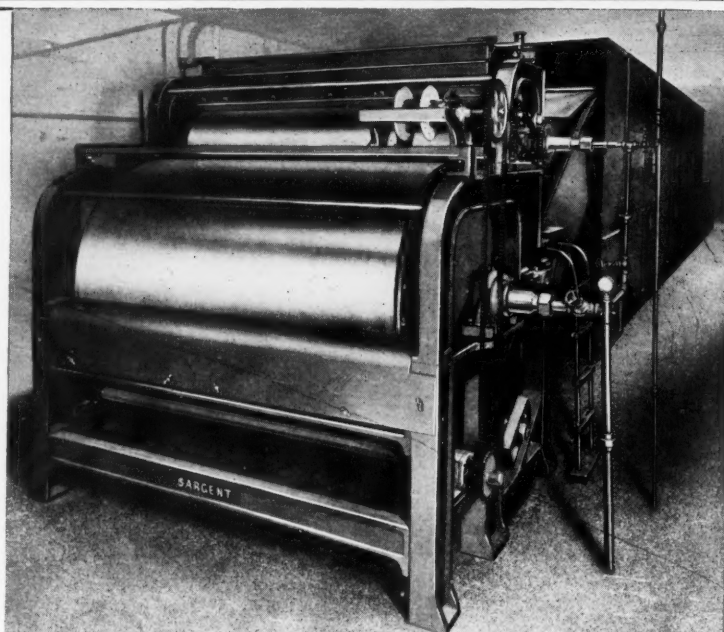
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OIL SOAP INDUSTRY

(Continued from page 57)

is a serious objection, however, because the soap in the drum is covered with a layer of liquid when in use and the soap solution produced is as clear and attractive as that yielded by newly made soap. And the rancidity in a well made oil soap never advances to anything like an obnoxious state, even after standing for as long as four years, according to the writer's experience.

There is really only one danger to avoid in storing oil soap. If the temperature is high enough to soften the soap so that it will flow, the channel or passage that was formed in the soap before shipment will be filled up, and the intended method of use will be rendered impossible. Long storage in hot southern cities, therefore, should be in lower or basement floors of the warehouse, if possible. This is really a trouble of little consequence if reasonable precautions are taken. For example, the writer knows that hard amber oil soap can be shipped from the east coast to the Pacific cities, through the Gulf of Mexico and the Panama Canal, in midsummer, without occasioning complaints on this score.

The uses of this soap are so well known that it is quite unnecessary to go into detail about them. Passing reference to them will be made in a later discussion of certain merchandising problems which involve the technical peculiarities of oil soaps. Considerable space has been devoted to hard amber oil soap because it is veritably the backbone of the industry.

WE CAN now look in a more general way at some of the other products. Among these, is the time honored soft amber oil soap. It is a translucent mass, of a consistency about half way between a jelly and a soft paste, and with some tendency to stringiness, especially in cold weather. In most cases it is a straight potassium soap. An average percentage formula for the ingredients entering the kettle would be about as follows:

- 30% oleine type oil
- 16% 33° potassium hydroxide solution
- 54% water

Manufacture from such a formula is, according to the old, but still important method of boiling all of the ingredients together with closed steam or a jacket until the soap "bunches"; i.e., until enough water has been evaporated so that there is left in the kettle only the desired semi-solid paste soap. During boiling, the

batch must be tested for alkalinity, exactly as with the hard amber oil soap. In as much as the soft soap is much less concentrated than the hard, it is advisable to take a proportionately larger sample for the tests with phenolphthalein solution, so that color indications may be more closely comparable. Obviously, there are no consistency tests to be made. After the soap bunches, it can be dried further by continued heating, but the extent of this further drying is definitely limited unless powerful agitating equipment is available to tear up the mass, so that evaporation shall not be limited to a constant outer surface.

Most older reference works speak of the use of from 2 to 5% of potassium carbonate as a filler in soft soaps to improve their appearance. Whatever may have been the reason for or merit of this practice in those days, there is none now. As a matter of fact, many large buyers,—who use considerable amounts of this soap and whose recommendations control the use of a still larger amount,—will unhesitatingly reject a soft amber oil soap that contains even as much free alkaline carbonate as the smaller figure named above. The present ideal is a soap containing no free hydroxide, not more than a trace of free alkaline carbonate (derived from the hydroxide), and as small as possible an amount of unsaponified saponifiable matter. Soft amber oil soaps offered by different manufacturers differ widely in anhydrous content, falling all through the range from 35% to 55%, with far the greatest number of them testing about 45%.

Although the above formula calls for oil, these soaps can be made, and some of them are made, from fatty acids, wholly or in part. Such soaps demand careful watching in manufacture, because of the much greater readiness of combination of the ingredients, with consequent increased danger of boiling over. In some cases, too, especially in the concentrations from 45% to 55%, these soaps are made by weighing the exactly calculated quantities of materials into the kettle, and emulsifying them quickly to a bunched condition with open steam, followed by heating of the mass to insure completeness of reaction. It can usually be assumed that the water added by condensation of steam in the mixture will offset that lost by unwanted evaporation, so that the final batch will not be changed seriously from that contemplated in calculating the formula.

When the older method of boiling until bunched is used, the concentration of the finished soap will be influenced largely by the ratio of kettle heating area to volume of contents, and by the temperature and adequacy of the steam supply. Equipment for the manufacture of this soap should be designed to provide a large relative heating area, and to permit use of a steam pressure certainly not much under 100 pounds. Several modifications of this soap, as well as the very important hard olive green soap, will be discussed later.

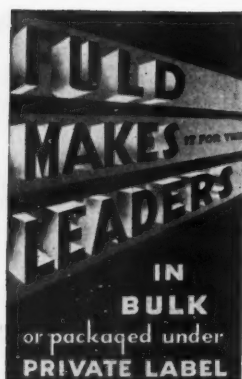
NOTE:—A third article in this series on oil soaps will be published in the next issue of SOAP.—Editors.



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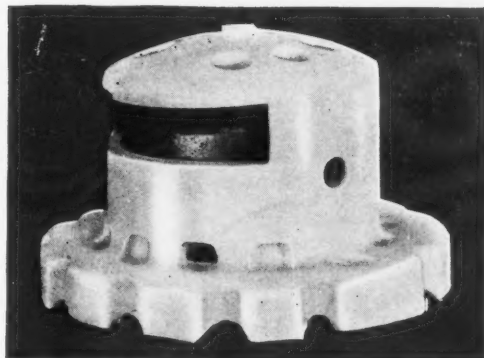
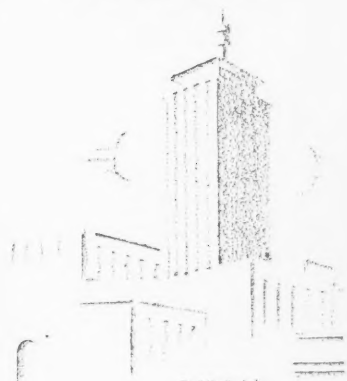
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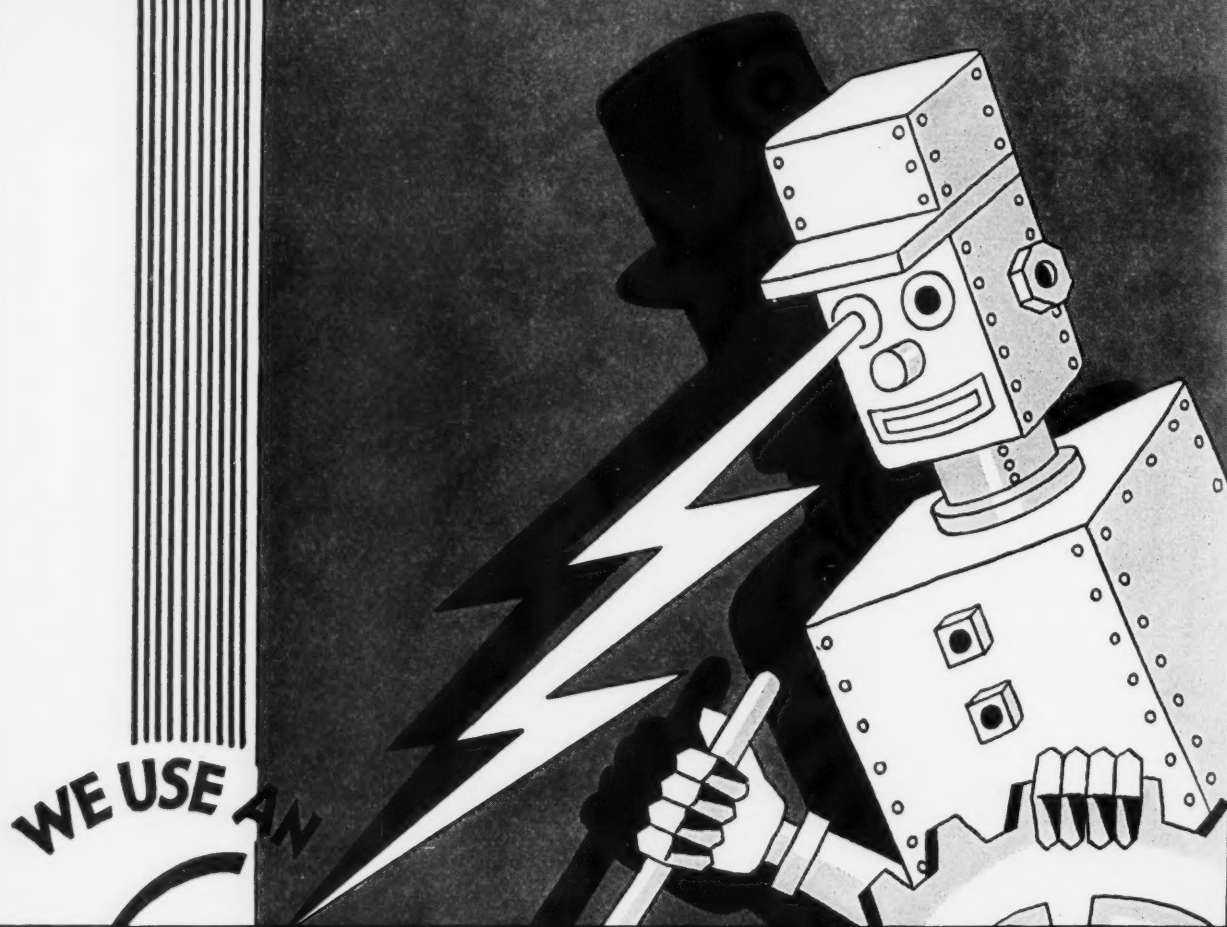
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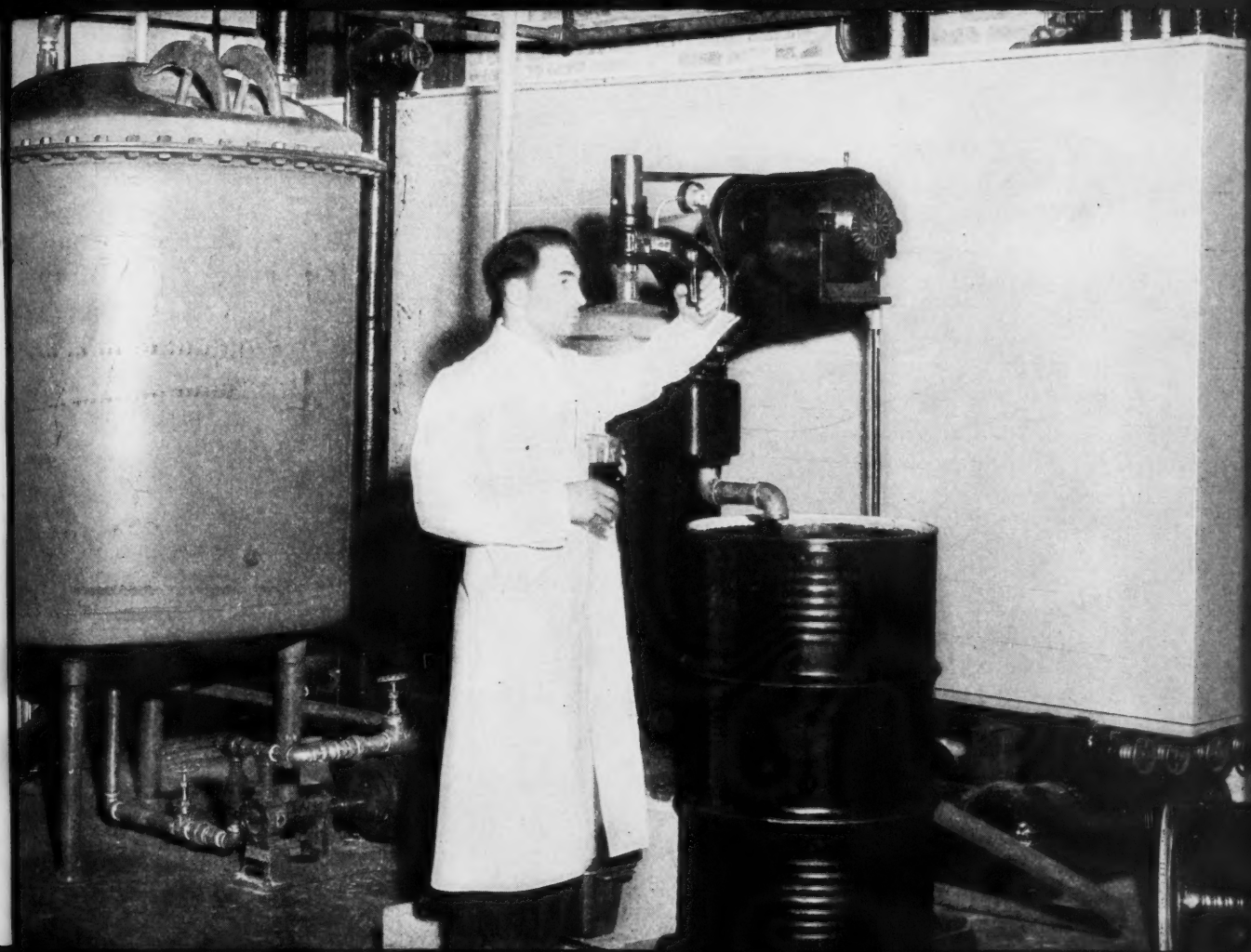


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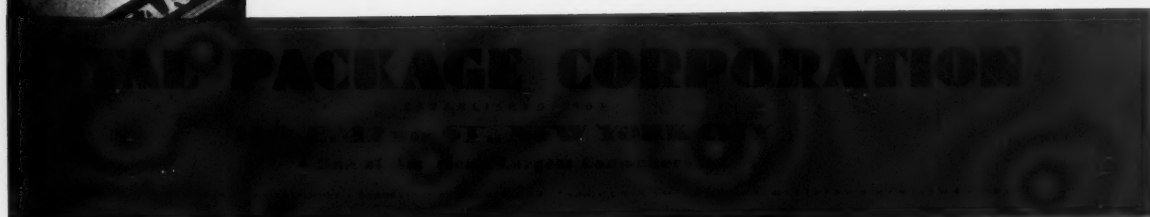
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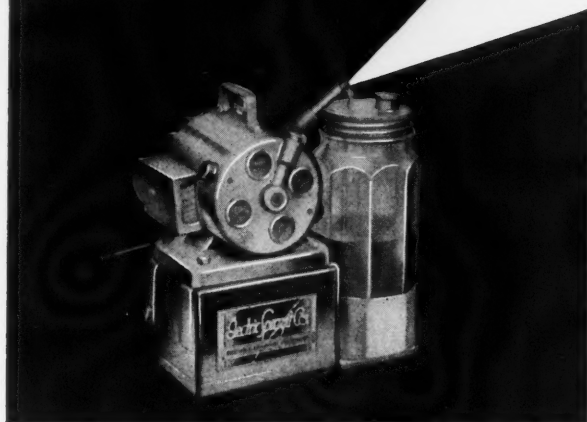
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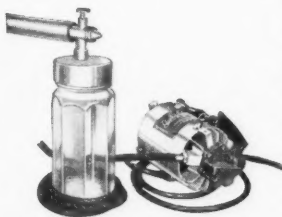
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Designed especially for the application of insecticides and disinfectants where a volume of work must be handled quickly and where applications are spread over a considerable area. It applies the various materials in a much finer spray than is possible with a hand sprayer or an electric blower. The compressor is supported over the operator's shoulder leaving both hands free. The Model 70 Sprayit has long been a popular unit with insecticide manufacturers everywhere.

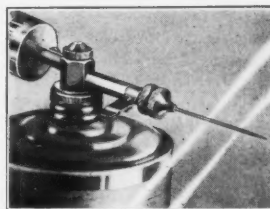


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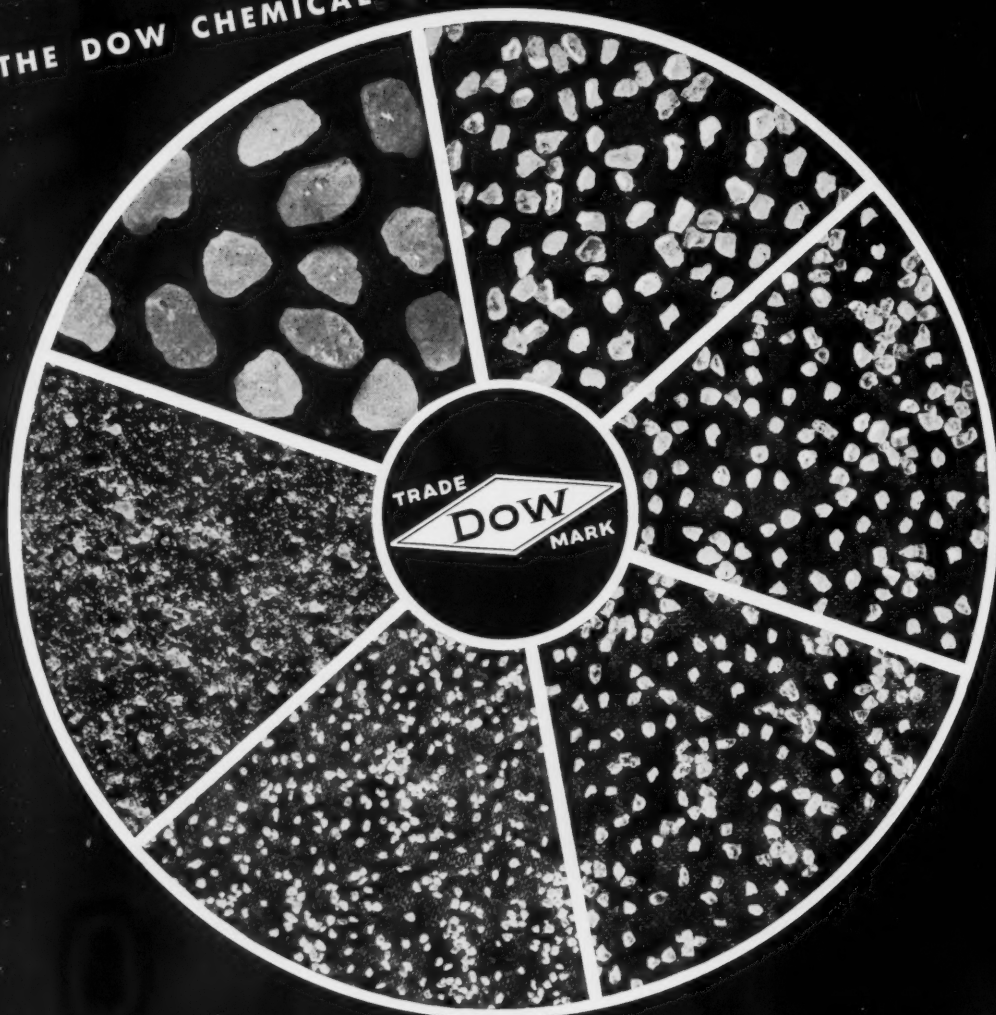


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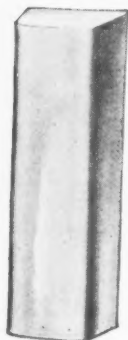
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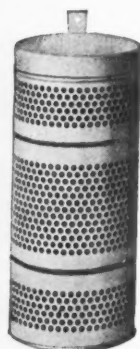


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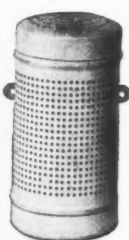
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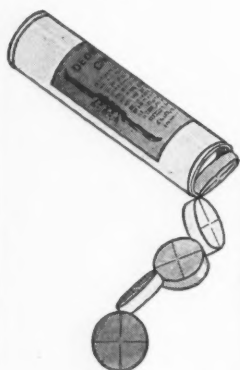
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WHICH DEPOSITS A WHITE
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IN 1 LB. SHAKER
CANS. ALSO
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There can be only one *best* sprayer, so be sure your product is given the advantages of the finest of them all—the Vaughan Continuous.

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Valve and liquid tube also of brass. These vital parts cannot rust, assuring satisfactory service.

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Nothing to confuse the user.

CONTINUOUS SPRAY

Assures adequate volume and greater efficiency.

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Prime tin of 107 pound weight.

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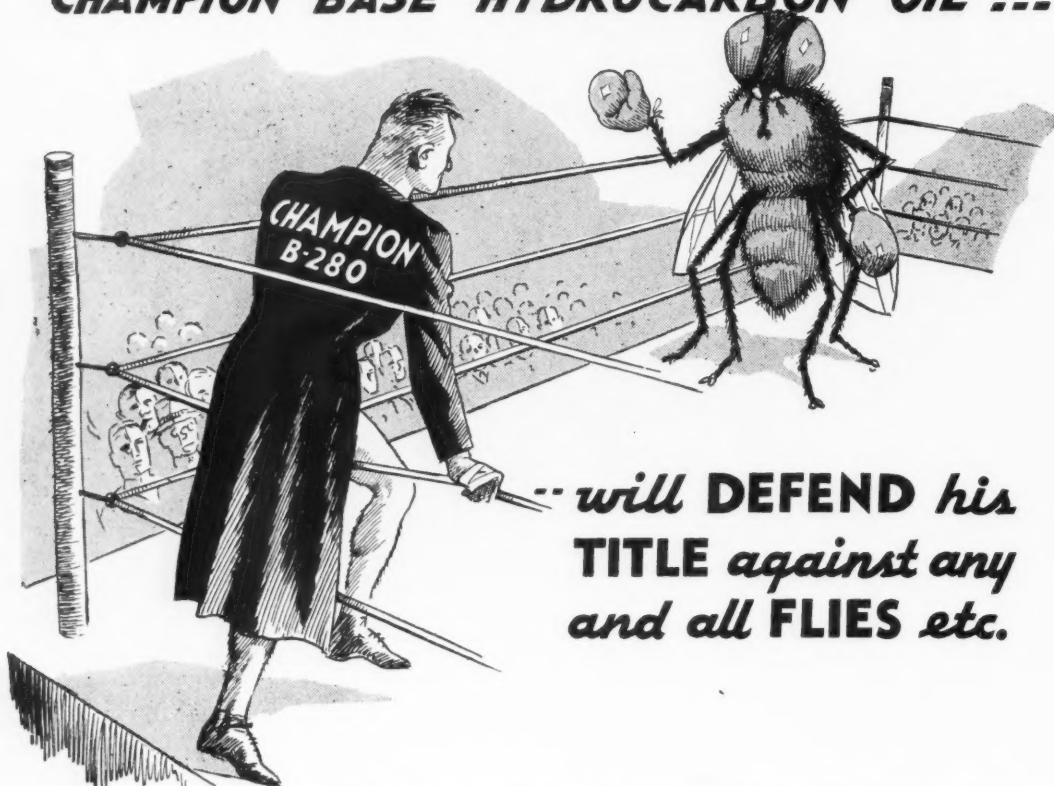
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Insecticide manufacturers can feel secure in the knowledge that the Perfumes they use are uniform, good quality products,—if they bear that symbol of excellence . . . the MMGR Trademark.

There is an art in successfully manufacturing Perfume Oils that serve a definite purpose. The MMGR organization strives to achieve that perfection of product which must be the true goal of those who hope to win a permanent place in this highly competitive world. It is to the attainment of that goal that this organization is dedicated, and with that force motivating our efforts, you take no chances when you use MMGR products.

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It will not obligate you to send for samples.

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INSECTICIDES • DISINFECTANTS • EXTERMINATING
FLOOR PRODUCTS • SANITARY SUPPLIES • MOTH PRODUCTS

SOAP is official publication of *The National Assn. of Insecticide and Disinfectant Manufacturers.*

JOHN H. WRIGHT, Secretary, Chrysler Building, New York.

Report of 20th Annual Mid-Year Insecticide-Disinfectant Meeting

WITH an attendance close to two hundred, the Twentieth Annual Mid-Year Meeting of the National Association of Insecticide & Disinfectant Manufacturers came to a close on June 13 at the Edgewater Beach Hotel, Chicago. The first two days were given over to a meeting of the Association membership at which were heard addresses and discussion on numerous problems of the industry, credits, sales methods, packaging, perfuming, raw material markets, costs, and associated subjects. The mid-year beef-steak dinner was held on Tuesday evening, June 12, with floor show and other entertainment. On Wednesday, June 13, an open meeting of the industry for discussion of the code was held, followed later in the day by several group meetings. Subjects discussed were "Odor and Their Relation to Sales" by P. C. Magnus; "Containers and Their Relation to Sales" by J. C. Bennett; "Direct Mail Advertising" by Homer J. Buckley; "What the Raw Material Supplier Can Do to Increase Sales of Finished Products" by George O'Brien; "The Tugwell, Copeland and Other Legislation" by Dr. Emil Klarmann, and others. Frank Blair, president of the Proprietary Association and head of the Centaur Company, spoke on present pending federal legislation, especially the Copeland Bill. Wheeler Sammons, secretary of the Drug Institute of America, also spoke. (These various addresses

and papers will be published in full in a later issue of *Soap*.) The discussions which took place at the code meeting are reported in detail elsewhere in this issue.

Peter Dougan of Merck & Co. presided throughout all sessions of the meeting. The convention was in charge of H. W. Hamilton of the White Tar Co. with J. L. Brenn of Huntington Laboratories, Inc. and Henry A. Nelson of the Chemical Supply Co. actively in charge of the program. John Powell of John Powell & Co. handled the general arrangements and financial details. Grant A. Dorland of MacNair-Dorland Co. was in charge of general entertainment with Max Goodrich of Hudson Manufacturing Co. heading the golf tournament committee.

On Sunday afternoon, preceding the meeting, a cross-country horseback ride was held in addition to the annual turn at golf. First prize at golf for low score was won by H. M. Clark of Dr. Hess & Clark, Inc. with a gross 83. The prize for low net was won by S. H. Bell of the Koppers Products Co.

All sections of the country were represented at the mid-year meeting, including two members from the Pacific Coast, and several from the South and Southwest, in addition to the usual contingent from the Middle-West and East. The meeting was one of the best-attended summer sessions ever held by the Association.

The address of President Dougan, and the reports of Secretary John Wright of Zonite Products Co., Vice-president W. J. Andree of Sinclair Refining Co. (Insecticide Committee) and Vice-president Dr. George Reddish of Lambert Pharmacal Co. (Disinfectant Committee), and also an interim report from Dr. William Dreyfus of West Disinfecting Co. (Disinfectant Standardization) were given as follows:

REPORT OF THE SECRETARY By JOHN H. WRIGHT

AT THE December meeting it was with a great deal of reluctance that I permitted my name to be suggested by the nominating committee for the office of Secretary of this Association. I hesitated for two reasons; first, that I felt entirely incapable of stepping into the very efficient shoes of Harry Cole, and, secondly, I was sure that my other interests would prevent me from giving the office the time and attention which it deserved. Much against my better judgment I did, however, allow Campbell Baird to persuade me to accept the nomination. With the very competent assistance of Mrs. M. H. Thornton, I hope that we have not done too badly.

In accordance with the expressed desire of the Board of Governors and with its approval as to details, an office was secured at Room 716 Chrysler Building, this being a desirable and central location and one which was particularly suitable to the personal convenience of your Secretary. The former records of the Association were sent to us by Mr. Cole from Holbrook, and a minimum of additional furniture was purchased in order that the quarters might be reasonably well furnished. We now have in the Chrysler Building what we believe to be a pleasant office, suitable to the present needs of the Association, easily accessible to visiting members as well

as members retaining headquarters in New York City.

One of the most important problems in the organization of the new office was the engagement of a suitable Assistant Secretary. The investigation of the numerous applicants for this position was left in the hands of the Special Committee appointed by the Association. As a result of their recommendation I selected Mrs. Thornton to take over the management of the office routine. With the somewhat unexpected and voluminous correspondence resulting from the code activities, she has certainly had her hands full for the last several months. Considering Mrs. Thornton's lack of familiarity with the routine matters of the Association and the activities of its members, together with the very heavy burden of special work, I feel that it is quite remarkable that the office of the Secretary has functioned, so far as I know, with practically no friction and no delay in the sending out of necessary letters and other matter. This is particularly true when one considers the fact that both Mr. Dougan and myself have frequently been compelled to be away from New York for substantial periods.

So far as the routine work of the Secretary's office is concerned, from the bulletins which have been issued and the correspondence had, you should be familiar with what has taken place and should be in position to judge for yourselves as to whether or not the manner in which it has been conducted meets with your approval. There have been issued twenty-four general and six special bulletins, calling the attention of our members to important matters affecting our industry, including pending national and state legislation. This includes important matters in reference to the code, statistics relating to exports and imports, amendments to postal regulations, specifications in regard to government buildings, the labeling of products, Peet-Grady tests for insecticides; and, in addition, twenty-six references to legislation, including the proposed new Food and Drugs Act, so-called restrictive bills, bills relating to formulae registration, workmen's compensation, caustic substances, fluorides, mis-representation of commodities, sales taxes, etc., in both the Federal Congress



The National Association of Insecticide & Disinfectant Manufacturers holds

its 20th A

and in many states. Further information related to membership, committees, proposed changes in the association constitution and by-laws, convention news, notices of change of address in secretary's office, and personal news items.

The amount of proposed legislation affecting the interests of our members has been unusually large. The most important, of course, is the pending new Food and Drugs Act in Washington. At the time this report is written it would appear that this Bill will not be passed on in any form at this session of Congress. A more detailed report in respect to this legislation will be given later during the program by another speaker. If you have read our bulletins you are familiar with the various State bills which might have been of importance to you. Outside of certain tax measures I am glad to say that so far as we are aware, no legislation which would adversely affect the Household Insecticide and Disinfectant Industry has been passed in any State.

John Powell, Chairman of the Membership Committee, has been very active in regard to new memberships and I hope that he will have a very interesting report for the December meeting. Since last December, the Board of Governors has approved of the following new memberships:

Clarkson Chemical & Supply Co., Inc., 213 Main Street, South Williamsport, Pa., W. H. Clarkson, President, manufacturers and jobbers of sanitary supplies.

Fuld Bros., Inc., 2308-10 Frederick Avenue, Baltimore, Md., Mr. Melvin Fuld, President, manufacturers of sanitary chemicals to the jobbing trade.

Sherwood Petroleum Company, Inc., Bush Terminal Building No. 1, Brooklyn, N. Y., Mr. W. F. Kroneman, Vice-President, manufacturers of pyrethrum products.

Union Oil Company of California, 617 West Seventh Street, Los Angeles, Calif., Mr. Frederick Sykes, President, manufacturers of petroleum products.

In addition, the Hercules Powder Company of Wilmington, Del., through Mr. B. H. Little of the Naval

Stores Department, has changed its Associate membership to that of an Active member.

I hope that all of these firms are represented at this meeting.

Many times during the past few months your Secretary has been impressed with the fact that the Secretary's office is entirely lacking in specific data relating to the household insecticide and disinfectant manufacturing industry. We have no information relating to production, exports and imports, money investment, the number of manufacturers in the industry, number of employes, trade names, etc., all of which would be exceedingly helpful and of general interest and value to the whole industry. We have attempted to make a start in this direction and expect to continue the work during the next six months.

Some weeks ago I promised Mr. Dougan that I would remain as Secretary during the balance of the present year. I wish, however, at this time to state definitely that my other interests are such as to preclude the possibility of my continuing after the next December meeting. In considering the operation of the office after December, I would like at this time to present to the Association my personal views as to a proper organization in the light of my experience during the past six months. I believe that very serious consideration should be given to determining the advisability of providing means for placing this important office in competent hands. In my opinion, the ideal solution would be, if the necessary finances could be procured, to engage a competent, independent, full-time male secretary, a man who by training and experience is thoroughly familiar with all the details of the industry. If the code of fair competition for this industry is to become an effective force in regulating the affairs of our industry, I believe the Association, particularly through the office of its Secretary, will be forced into playing an important role, in spite of the fact that at the time this is written it appears that the Code Authority will function as an entirely independent and separate organization. If events



Photo by Wight.

its 20th Annual Mid-Year Meeting at the Edgewater Beach Hotel, Chicago, June 11, 12, and 13.



materialize along these lines the need for a competent executive Secretary will become much more pressing than at present. Although I realize fully the financial problem involved, I think that the matter is of sufficient importance to warrant the appointment of a Committee to give this careful study between now and the December meeting.

THE PRESIDENT'S ADDRESS

By PETER DOUGAN

IN welcoming you to the mid-year meeting of the National Association of Insecticide and Disinfectant Manufacturers, Incorporated, it is gratifying to be able to report as the general opinion of members that business is better, it is easier to sell our products than it was a year ago and it is within reason to look forward now to a time in the near future when the manufacturer can make a profit.

Because merchandising questions right now are so important, Messrs. Brenn and Nelson have prepared a program for this meeting where business topics are predominant. Speakers from our membership as well as speakers from outside the membership will present papers on business matters and it is hoped that the views given will prove of constructive value to every member.

The scientific questions of the industry, however, are not being overlooked. These will be given in full by the Scientific Sections of the different committees at our Annual meeting to be held in December in New York and in a setting where there will be ample time for full discussion of the new ideas those papers always bring to us.

So far as Association matters are concerned we were able to set up the Secretary's office in the Chrysler Building, 42nd St. and Lexington Ave., New York City in December, 1933 where, through the efforts of our Secretary, we were able to obtain a rent within our means. That office has been furnished and can easily serve as a central spot in the City of New York where you can have your mail sent when you come East or for a business conference away from your hotel.

Mr. Wright, our Secretary, and I have often met together to go over Association matters and correspondence and with the help of Mrs. M. H. Thornton who was engaged as assistant, the usual "Bulletins of Information" have been mailed frequently to all members.

These Bulletins have reported the new Laws that were introduced in the different State Legislatures and a summary of what the new laws covered. They have advised you of developments in regard to laws at Washington which would be of interest to our members. They have also given the statistical information relative to the industry as soon as the figures were available by either the governmental departments or other sources which compiled the figures.

The effort is being made to make the bulletins still better by getting at new sources of information. We are also engaged in building up our own list of every firm in the industry whether the firm is a member of our Association or not, with the additional information as to the kind of insecticide or disinfectant products the firms market and the trade names that are used, etc.

Such a list, in time, ought to be the source of statistical information that may have considerable value but immediately can be useful to the secretary or a member,

on request, seeking information regarding some brand or product that is on the market, or the name of the firm producing it.

CODE—As your bulletin service advised, the Code Committee after many conferences with the National Recovery Administration in Washington, were able to present a Code that was acceptable and same was approved on April 6, 1934.

There was a delay in setting up the Code Authority due to the fact that while the seven members including two from the oil refiners' group who were members of our Association had been elected, the two representatives from firms in the industry who were not members of our Association had not been elected. At the request of the National Recovery Administration our Association sent out notices and ballots for the selection of those two representatives, and they have been elected.

Anticipating that questions as to the meaning of paragraphs in the code and interpretations of same were bound to arise, the Association has sponsored an open meeting on the code to be held in this hotel on Wednesday, June 13th, when and where there can be a free discussion of the different questions.

As to the code itself, it would certainly be a brash statement to claim it as perfect, but if our members will put away personal prejudices and think of the industry as a whole and what would be best for the industry as a whole, this code of the insecticide and disinfectant manufacturing industry is fundamentally right. It can be made effective as the basis of providing the support asked by President Roosevelt in the National Recovery Act whereby hours of employment will be lowered, more employment made possible and higher wages be paid, as one part of the program, while on the other part, working through the National Association of Insecticide and Disinfectant Manufacturers as the organized body of the industry, regulations may be made particularly as regards trade practices so that firms in the industry can operate and make a profit in order to meet the expense of greater employment, better wages, etc.

The industrial set-up of our industry and its marketing practices have been developed over a period exceeding thirty years and represent a number of adjustments and compromises. Under the code, good practices are to prevail, other practices must be reconstructed, a job which to say the least, cannot be done in a month, nor one in which the right answer can be given off hand. Planning for the industry and establishing good trade practices must be the result of some experiments perhaps, and will grow by evolution as the questions are taken up.

Whatever decisions are made, they must be based on the most efficient set of circumstances even if it means, through evolution, the elimination of the inefficient. Otherwise, a premium will be placed on inefficiency. There will be mediocrity in the quality of the products and this will result in higher sales prices than are justified, leading to a lesser buying and consumption of our products by customers.

This Association has spent a good deal of money, and the members of the Code Committee have given of their time at the expense of their own particular business, a sum far greater in amount, than that which the Association has spent in cash. And now, the Code Authority faces the stupendous task of getting the code to work.

Many different views have been expressed by members since the code was approved, yet looking back over the steps taken to make a code covering five months of hard work and three different codes, I cannot help but remind members of the many opportunities given to them for expressing their views before the code was approved.

From those firms who are not members of the Association, there has been a great many who have sent in their



Peter Dougan

(Turn to Page 101)





FLY SPRAYS

1935 Model

Just between ourselves, isn't it all right to admit that aside from more technical improvements in solvents and in methods of testing and treating pyrethrum, fly sprays are pretty much the same today as they were five or six years ago?

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PYRETHRUM

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THE PRESIDENT'S ADDRESS

(From Page 97)

assents to the code, and that makes me think that basically the elements of fair competition set up by the code are in accord with the views of the industry as a whole.

Reviewing some of the remarks that have been made to me, there is first of all a complaint on the part of those who are rated as the large manufacturers, that the code is all in favor of the small firms, and those who rate themselves as the smaller manufacturers say the code is all for the bigger firms. Doesn't this indicate to you, as it does to me, that the truth is in between and there is fairness to both groups?

Then there is the complaint that this firm or that firm marketing their products through different channels or by different methods than the others, can find no provision in the code which will protect them in continuing their present methods.

This question is decidedly a technical matter but I am sure that with the caliber of men who have been elected to the code authority, they will after reviewing the facts, render a fair and equitable decision. It is furthermore, provided that amendments can be made to the code so as to clarify unforeseen questions and provide for new developments so as to keep the code always up to date.

Still another matter of importance that hinges on the code is the future of the Association itself. It has been told to me that some firms in the industry have said, that if they signed assent to the code, they would have no need of becoming members of the Association with a consequent saving of the small sum of \$75.00 now paid in dues. I think I only need to refer to such a proposal when you will see that it is not far from that old saying of killing the goose that laid the golden egg.

If there was not an Association there would not be a code. We have proceeded on the basis that the industry wanted a code and except for perhaps no more than three errors or omissions as the bookkeeper says, we, as an Association, have financed an approved code. Second, if the Association drops out of the picture, who is going to make the code work?

Thirdly, if you will recall the statements which have been made by President Roosevelt, also General Johnson, of the National Recovery Administration, you will remember that the basis of a new deal in industry is to be worked out and carried forward by the trade associations with the Administrative Board acting as advisor and as a check to prevent monopolistic practices, also to insure that everybody, whether large or small, gets fair treatment.

In fact the whole idea of the National Recovery Administration is that industry shall be permitted to organize as nearly as possible according to its own wishes. Thus, the trade association acting as the agency for code authorities is carrying out its operative activities and is an essential part of the program of industrial self-government. No other agency is able to perform the functions involved with the National Recovery Administration. And the NRA offers the greatest opportunity to trade associations in their history to regulate unfair trade practices.

Thus, the trade association is given the power to regulate its own business by means of a code, and as I see it, everything is to be gained by holding membership in the organized association of your industry and we will lose everything individually and as a group of manufacturers, if there is no association.

I am talking frankly to you for two reasons, first, the Association has made a code possible, secondly, the Code Authority has a big job on its hands, and there is a great deal to do in making the code work.

Broadly speaking, the code for the Insecticide and Disinfectant Manufacturing Industry is a foundation on

which will be erected a structure through which the members of our industry can be brought together. The Code Authority deserves and should have your support. If you co-operate, as I confidently expect you will do, the code of fair competition will help every legitimate manufacturer.

It will make for better business by controlling, if not getting rid of "chiselers." It will help in the elimination of poor quality products whose sale nullifies the good-will on the part of the public who because of research work, advertising and other good merchandising practices that are followed by the manufacturers of meritorious products are induced to buy their first order of an insecticide or disinfectant and try it, and who when they do not obtain good results from a poor product, condemn every other product of the same class.

It may take time to accomplish a set of trade practices as set up by the code, to look ahead and plan for the industry as a whole, but isn't that just what President Roosevelt has said to business—is something that must be done, and must be done by industrial groups. And isn't that important enough and of such great value as to induce you to give the Association and the Code Authority your fullest co-operation?

REPORT OF DISINFECTANT COMMITTEE

By DR. GEORGE F. REDDISH

SINCE reports of scientific committees are expected to be very brief at the mid-summer meetings of the Association, only a resume of the activities of the various disinfectant committees will be given at this time. Therefore only a short progress report of activities of the Disinfectant Committee is given here.

The Committee on Standardization of Disinfectants has continued its investigations on four different groups of disinfectants and during the past six months have made a special study of pine oil disinfectants. Their work was

concerned with what appeared to be a peculiarity of pine oil disinfectants toward cultures of *Bacillus typhosus* of different resistances. Quoting from the report of this committee, as submitted by Dr. Dreyfus, "It was found, strange as it seems, that a resistant culture of *Bacillus typhosus* will tend to give a higher coefficient with pine oil disinfectant than a culture of less resistance, whereas with all types of coal tar disinfectants the very opposite results are obtained, which would seem more natural."

In the absence of Dr. Dreyfus, the Disinfectant Committee will not attempt to discuss this matter in any detail further than to say that this experience is

not unusual in the field of germicides as a whole. All germicides do not act exactly as phenol does toward different strains of *B. typhosus*. Schaffer and Tilley have shown that some of the higher normal resorcinols give different coefficients when tested against cultures of *B. typhosus* of varying resistance. Quoting from Schaffer and Tilley, ("Further Investigation of the Reactions, the Chemical Constitution and the Germicidal Activity of Alcohols and Phenols." Journal of Bacteriology XV, 257-272, 1927), "It will be seen that the lower resorcinols, like the lower phenols, yield uniform results with the different strains of *B. typhosus* while the higher resorcinols resemble the higher phenols in showing great differences in their actions on different strains of *B. typhosus*." In the case of heptyl resorcinol a phenol coefficient of 31 was obtained



Dr. George Reddish

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with one culture of *B. typhosus* and a coefficient of 350 with another strain.

This does not detract from the observations made by the Committee on Standardization of Disinfectants, for they have confirmed the observations of others on other germicides. The standardization committee's warning that this observation "... is of the utmost importance in regard to proper statement of the phenol coefficient by the F. D. A. Method on the label of pine oil disinfectants ..." would hardly seem justified since the F. D. A. Method specified a certain, single, specific strain of *B. typhosus*—the Hopkins strain—of known and specified resistance. No such variation in phenol coefficients of pine oil disinfectants as suggested by the committee on standardization of disinfectants will be possible when the F. D. A. Method of test is performed as specified. We may interpret the report of Dr. Dreyfus and his committee as meaning that the F. D. A. Method must be performed exactly as specified, and that the standard Hopkins strain of *B. typhosus* must be used in order to obtain consistent results on pine oil disinfectants. For that matter, the same meaning would apply for all classes of germicides tested by this or any other method. It happens, as would be expected, and as is stated in the report of Dr. Dreyfus, that coal tar disinfectants show less variability when different strains of *B. typhosus* are used than do pine oil disinfectants. The work of Dr. Dreyfus and his committee is important in bringing attention to those significant facts.

The Scientific Committee, headed by Dr. Klarmann, makes its report only at the annual meeting. The nature of the work of this committee is such that a progress report would not be in order at this time.

The Disinfectant Nomenclature Committee likewise does not have a progress report to make at this session. A suggestion has been offered to this committee which might well be mentioned here. At the recent annual meeting of the American Public Health Association in Indianapolis last October, there was some discussion as to the meaning of the word "sterilization" when used in connection with milk containers and equipment. A report entitled "When are Milk Containers and Equipment Clean and Sterile" was made by the Committee on Milk Supply of the Public Health Engineering Section of the American Public Health Association and the Committee on Milk Sanitation of the Conference of State Sanitary Engineers. This report mentioned the necessity for a better understanding of this whole subject, the development of tests to determine the efficiency of methods of sterilizing milk equipment and the standardization of such methods.

In the second paragraph of the above report the following statement is made: "The word 'sterilization' as used here and as it has been used for years in dairy work means bactericidal treatment resulting in the devitalization of milk-borne pathogens and the further material reduction of all other bacteria." This definition varies somewhat from the one generally accepted at the present time. We are accustomed to define the word "sterilization" as "the act or process of ... freeing from all living microorganisms." This is the actual dictionary meaning of the word and is almost universally accepted. Although this is the generally accepted meaning of the word "sterilization," it is apparent that there is need for a more flexible definition for use in the industries concerned with the sanitary handling of milk and water.

This opinion has been expressed before on numerous occasions. The need for a suitable definition for what may be termed "practical sterilization" has been mentioned by certain dairy specialists, one of whom is Prucha of Illinois. It is suggested that "practical sterilization" shall mean the killing of all harmful types of microorganisms in milk utensils and equipment, but that it shall not be necessary to kill the non-pathogenic and harmless spore-formers. This use of the standard plate

count is most applicable for this purpose and has been suggested from time to time.

The following three paragraphs quoted from the above mentioned report of the Committee on Milk Sanitation give suggestions for standards:

"The International Association of Milk Dealers describes a method of this kind on pages 72 and 73 of its *Laboratory Manual*. It is understood that it is proposed to include this method in the next revision of *Standard Methods of Milk Analysis*. The standard adopted by the Milk Dealers Association for the satisfactory sterilization of bottles is that they shall give counts of not more than 2 colonies per cc. capacity and for cans and covers not more than 100,000 colonies per 10-gal. can. The standards adopted by some health departments are more rigid. A standard adopted by one department provides for not more than 1 colony per ml. capacity of the containers, whether bottle or can.

"The results given above indicate that 56.9 per cent of the bottles examined and 37.7 per cent of the cans examined complied with the latter standard. This would indicate that the standard is a reasonable one, inasmuch as the results given have been reported as a first attempt to check the efficiency of sterilization by this method in these plants. It is reasonable to expect that a resurvey would indicate a higher percentage compliance.

"The committee is inclined to believe that the question as to whether this or any other standard of sterilization is too rigid or perhaps not rigid enough has not been answered satisfactorily and that the problem should be studied fundamentally."

The Disinfectant Committee is not prepared at this time to approve or disapprove of the suggestions made by the International Association of Milk Dealers, and the two committees on milk sanitation of the American Public Health Association. This whole matter has been referred to the Disinfectant Nomenclature Section for their consideration. It is mentioned here simply to keep the membership of the association informed as to the desirability of cooperating with these other organizations in a project of mutual interest. While the Nomenclature Committee is considering the matter, it is hoped that the membership will also give it some thought and offer their suggestions.

It is hoped that before the next annual meeting some action will have been taken regarding this whole matter. By that time it will be decided whether or not the Nomenclature Committee will become active in this field.

STANDARDIZATION OF DISINFECTANTS

By DR. WILLIAM DREYFUS

DURING a series of investigations on four different groups of Disinfectants on which my Committee presented a complete report at your last Annual Meeting in December 1933, the analytical data in regard to Group "E", represented by a Pine Oil Disinfectant, disclosed a very curious fact.

It was found, strange as it seems, that a resistant culture of *B. typhosus* will tend to give a higher coefficient with a Pine Oil Disinfectant than a culture of less resistance, whereas with all types of Coal Tar Disinfectants the very opposite results are obtained, which would seem more natural.

We, therefore, wish in a preliminary way to bring these findings to your attention, and as the subject is of utmost importance in regard to proper statement of the Phenol Coefficient by the F. D. A. Method on the label of a Pine Oil Disinfectant, your Committee proposes to continue its research work thereon, and hopes to present a full report of its final results at the Annual Meeting in December.

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REPORT OF THE INSECTICIDE COMMITTEE

By W. J. ANDREE

IN reviewing what has taken place in the insecticides industry during the past year, it occurred to me that the following events are perhaps the most important to us:

First, the approval of the insecticide and disinfectant code on April 6th, 1934;

Second, the still further lowering of prices on package and bulk insecticides by some manufacturers;

Third, the adopting of private labels by certain Class A and Class B grocery chains;

Fourth, the advent of one company entering the insecticide field and specializing in private labels; and

Fifth, large hold-over stocks this year in the hands of retailers, wholesalers and voluntary chains.

Reverting to the first item—the approval of the code.

The inclusion of a \$45 minimum sale before quantity discounts may be allowed comes as a complete surprise because it is fundamentally unsound and impractical, and further because, to my knowledge at least, it was never discussed as a possible part of the code in any meeting which I attended.

Possibly the greatest benefit to be derived from the approval of the code is the requirement that all liquid household insecticide for use against house flies, etc., shall measure up to the 60% Peet-Grady tests. This compels manufacturers, whose products were testing below the standard, to step them up to ethical killing strength, thus giving the buying public what they pay for and what they expect. This should eventually lead to the elimination of the predatory price-cutters who supply off-quality merchandise. The practice of under-quoting on low killing-power liquid insecticide should be stopped.

No rules have been laid down as to how the industry will be policed in regard to eliminating low killing-power insecticides. The code does specifically state: "The sale or offering for sale of any liquid household insecticide for use against flies, below the minimum standard, is unfair competition." It is assumed that before a complaint can be considered, the complaint must prove that the product in question was sold or delivered after April 17, 1934. The code makes no provision against the sale of liquid insecticide which is below standard when sold by the wholesaler or the retailer. It is reasonable to suppose that liquid insecticide (particularly in packages), sold and shipped by the manufacturer before the approval of the code, will be on the shelves of some wholesalers and retailers for another year or two; therefore, it is of vital importance in filing complaints that the evidence be clear-cut as to the date of shipment by the manufacturer. This applies, not only to package goods but to bulk, as well.

While the method—namely, the Peet-Grady test—has been declared official in ascertaining killing power, yet no prescribed governmental laboratory is as yet set up to do the testing, nor does the code specifically state that a governmental department is required to do the testing. In the absence of any statement to the contrary, it is supposed that the code authority is empowered to appoint such laboratories as it deems advisable to perform the required Peet-Grady tests.

(Turn to Page 125)



W. J. Andree

MID-YEAR BANQUET AT CHICAGO

THE 20th mid-year banquet held in conjunction with the annual summer meeting of the National Association of Insecticide & Disinfectant Manufacturers was again in the form of a beef-steak dinner this year. About 125 members and guests attended this gala party which was held in the Michigan Room of the Edgewater Beach Hotel on Tuesday evening, June 12. Aprons and chefs hats for the occasion were furnished by the Continental Can Co. This company also supplied Mr. L. J. LaCava who spoke at some length on "The Tin Can—Its Place in Modern Literature and Science." Other favors for the occasion were supplied by Wilson & Bennett Mfg. Co. who saw to it that everybody received a cocktail before dinner. John Powell & Co. had a beer bar set up and supplied this form of liquid refreshment throughout the evening. Streamers and fancy hats were supplied by the Hudson Manufacturing Co. Scotch whisky in individual bottles (McCallum's) was supplied by the Zonite Products Co. Perfume favors came from van Ameringen-Haebler, Inc.

W. J. Andree acted as toastmaster at the banquet and introduced the various speakers. These included P. C. Magnus, president of the New York Board of Trade, who spoke on "Modern Trends in Trade." His speech was greeted with profuse but dignified applause. He was followed in a short address by H. Eavy Waite of the Chicago Assn. of Commerce who discussed the NRA and what it can and cannot do for business—mostly the latter. Mr. LaCava then spoke as noted above. President Dougan undertook to speak after being introduced by Mr. Andree but was overcome by emotion and could not go on.

A review of dignified entertainment was put on between the speeches. Several numbers of operatic music were included. Eight different quartets composed of various members tried to sing at once but with only mediocre success. This was followed by a beautiful ballroom solo waltz. A baritone solo by G. Watt Anoyes, Chicago Opera Company, was very favorably received. Others who spoke briefly during the evening when not called upon by Toastmaster Andree, included Messrs. Varley, Sr., Thomas, Clark (H. M.), Powell, Brenn, LaCava, Bennett, Thompson, LaCava, Gothard, Nelson, LaCava, Reddish, McCormick, LaCava, Weed, McLaughlin, LaCava, Jones, Smith, Brown, Green, LaCava, and some thirty or forty others. The banquet was a success. What it lacked in spirit and vim, it made up in quiet dignity.

Carl Schaetzer, vice-president of van Ameringen-Haebler, Inc., New York, essential oils and aromatics, and formerly president of Morana, Inc., New York, died June 13 at his home in New York City.

E. & F. Geiger Co., Cincinnati, manufacturer of exterminating products, has recently changed its name of the Douglas-Geiger Co.

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“OVER A CENTURY OF SERVICE AND PROGRESS — 1816 to 1934”

Discuss I. & D. Code at Chicago

Hundred Manufacturers Represented at Code Session---
N. R. A. Proposes Changes in Price Control Provisions

THE code of fair competition for the insecticide and disinfectant manufacturing industry was discussed by some hundred members of the industry at an open meeting held in the Edgewater Beach Hotel, Chicago, Wednesday, June 13. The code meeting followed the annual mid-year meeting of the National Association of Insecticide and Disinfectant Manufacturers at the hotel, June 11 and 12. Peter Dougan of Merck & Co., Rahway, N. J., president of the association, presided, and was assisted in answering the questions of his listeners by Captain Joseph F. Battley, deputy administrator of the National Recovery Administration, and Mitchell M. Shipman, assistant counsel.

In his opening remarks, Captain Battley announced the election of the two remaining members of the code authority—H. A. Brererton, Worrell Manufacturing Co., St. Louis and E. C. Bolte, Michel & Pelton, Emeryville, Cal. These two members of the code authority represent members of the industry other than those belonging to the association. With their election, the code authority becomes complete and can now start to function. Captain Battley advised the industry not to expect too much immediately as the newly completed group will next have to meet for organization purposes, elect officers, set up a budget, adopt by-laws to govern its operation and supply the N.R.A. with several overdue reports. Only after disposing of these more formal phases of its activities will it be in position to turn to other topics of prime concern to the industry.

Following Mr. Battley's opening remarks, Mr. Shipman was called upon to explain the relationship between N.R.A. and the anti-trust laws. He pointed out very definitely that the Sherman and Clayton Acts have never been repealed and stressed the fact that codes do not supplant the anti-trust acts. He also made clear that the code applies to all members of the industry whether they sign it or not and that all are liable for their proportionate shares in the cost of administration. Incidentally, companies are to pay assessments only under the code representing their principal line of business.

ONE of the principal topics to engage the attention of the meeting was the newly adopted price policy of the N.R.A. which was explained for the administration by Captain Battley and Mr. Shipman. In all future codes the imposition of uniform costing methods leading to artificial uniformity of prices is to be avoided. Minimum prices are to be set only in case of an

emergency and then for a limited period only. When prices are filed, they are to go to a confidential and disinterested outside agent and not to the code authority.

While this change in policy does not in any way nullify price provisions in codes already approved, it is understood that the N.R.A. is suggesting that existing codes be modified to comply with the new price policy. In accordance with this desire the meeting voted to strike out from its code Section 1 of Article VII—Trade Practices, which reads as follows:

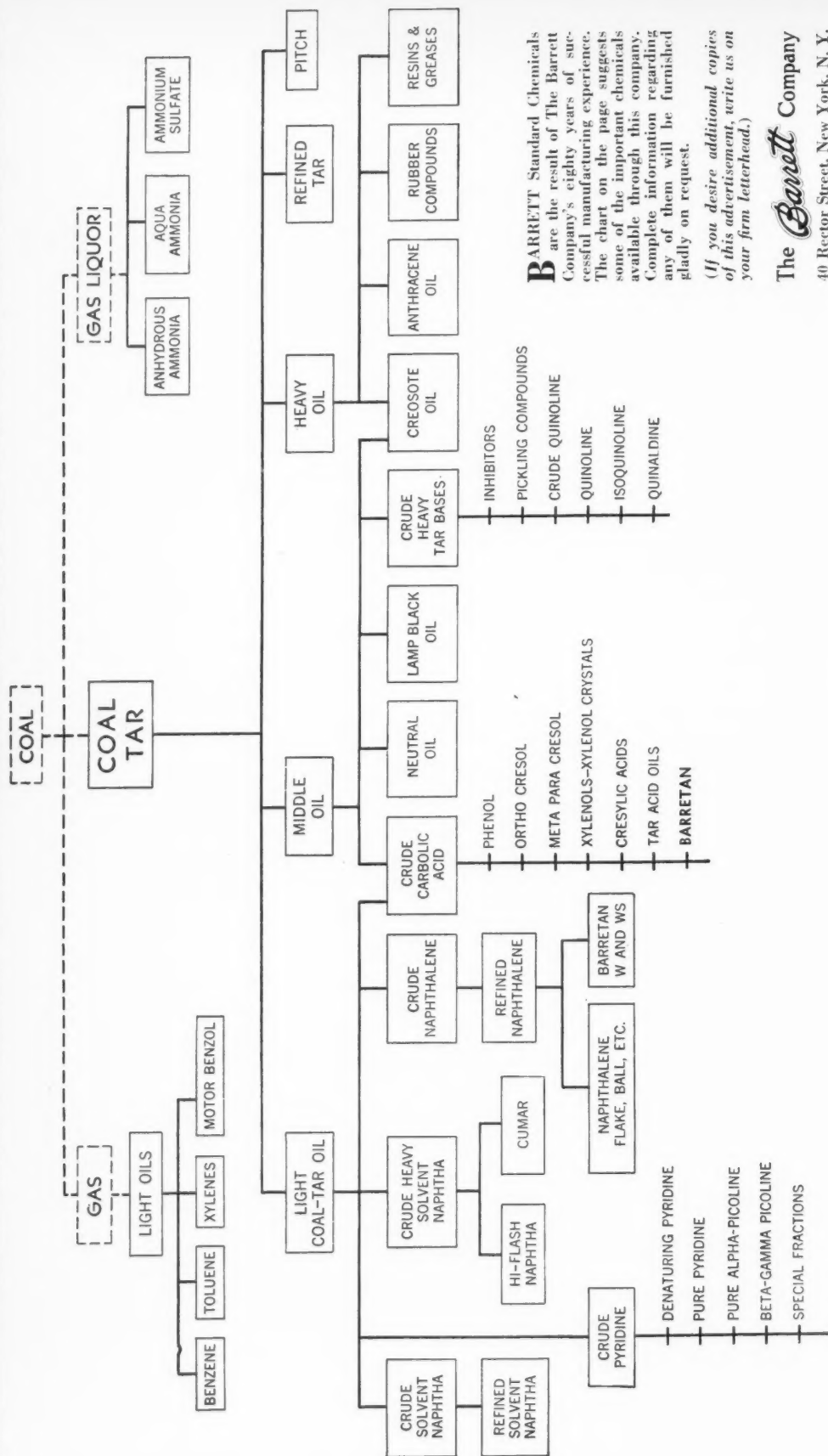
Section 1. The Code Authority shall proceed to establish a uniform system of cost accounting in conformity with accepted standards, for use by the members of the Industry. Upon approval by the Administrator, such system of cost accounting shall be used by each member of the Industry in determining his costs. The Code Authority shall survey the Industry to determine subject to the approval of the Administrator which members thereof are truly representative. Upon such determination, the Code Authority shall proceed to gather cost data from such members, determined under such cost finding procedure, and when such cost data is ascertained the results shall be made known to members of the Industry and thereafter, subject to the approval of the Administrator, it shall be unfair competition to sell products of the Industry below the lowest reasonable cost so determined from such data.

It was voted to refer to the code authority the suggested changes embodied in the new N.R.A. program of price control. It should be understood, of course, that the code is in no way changed until the code authority has taken action and the approval of the administrator has been secured.

In connection with the discussion of price control and filing of prices, it was pointed out by Captain Battley that all firms who have not yet filed price lists as provided for in the code are technical violators of the code. He indicated that these technical violations would not be taken too seriously in view of the failure of the code authority up to now to advise the industry either when or where the price lists are to be filed. It was indicated by Mr. Dougan that they will be called for shortly, as soon as the organization meeting of the code authority has been held.

Further discussion of price lists was contributed by a group of manufacturers headed by M. M. Marcuse, West Disinfecting Co., who sell to consumers. In a special report filed with the code authority they asked that the members of their group of direct sellers be

Barrett Standard COAL TAR CHEMICALS



BARRETT Standard Chemicals are the result of The Barrett Company's eighty years of successful manufacturing experience. The chart on the page suggests some of the important chemicals available through this company. Complete information regarding any of them will be furnished gladly on request.

(If you desire additional copies of this advertisement, write us on your firm letterhead.)

The *Barrett* Company
40 Rector Street, New York, N. Y.

specifically exempted from filing price lists on this type business. Several changes were necessary in the text of their petition as a result of adopting of the new N.R.A. price policy, and these were made at a special meeting of members of this group held Wednesday afternoon.

In response to a question presented by Mr. McElroy, William Cooper & Nephews, Chicago, it was pointed out by Captain Battley that when price lists are filed they do not affect previously existing contracts providing they are legitimately proven contracts.

ANOTHER topic which attracted considerable attention was the matter of a minimum quantity of insecticides on which a quantity discount can be allowed. This subject was covered in Section 2, (c), Article VII. of the code which reads as follows:

(c) All quantity discounts shall be true quantity discounts, based on each sale, and sales shall not be accumulated for the purpose of applying quantity discounts. No quantity discount shall be allowed on any order for insecticides amounting to less than \$45.00 except under conditions prescribed or approved by the Code Authority.

Walter Andree, Sinclair Refining Co., called attention to the fact that this clause was added to the code at the last minute with the industry never having had an opportunity to discuss it and apparently not at all in favor of it. Mr. Andree moved to recommend to the code authority that the entire paragraph be stricken out. It was pointed out on behalf of the clause by H. W. Baldwin, Baldwin Laboratories, that its purpose was to prevent manufacturers from selling retailers at wholesalers' prices. Mr. Andree's motion was carried by majority vote of the meeting.

Another topic which was discussed at length was the matter of June 1st dating on all shipments from January 1 to June 1 as permitted by Section 13 of Article VII of the code. Several persons favored the elimination of this clause—at least from the official text of the code. Messrs. Heller and Zick favored this viewpoint, the latter pointing out that if the matter were made a subject for decision by the code authority the same purpose would be accomplished without subjecting manufacturers who do not allow such dating to the demands of their customers for deferred terms on the basis of the code.

It was suggested by M. M. Marcuse that such dating be limited to an enumerated list of seasonal products on sales to jobbers or dealers and this proposal was put in the form of a motion. In the discussion which followed Melvin Fuld of Fuld Bros., Baltimore, called attention to a similar necessity for dating on sales of various products to school supply jobbers for September delivery. He pointed out that Section 15 of Article VII. dealing with special terms for institutions, does not cover these cases as the concerns in question are not the institutions themselves, but the jobbers who in turn supply them. After extended discussion the Marcuse motion to limit June 1st dating to seasonal products was put to a vote and failed passage.

*Barrett
Standard*

CHEMICALS

Barrett Standard Chemicals are produced to strict specifications under rigid scientific control. The result is uniformly dependable, high-quality products.

A competent Barrett Technical Staff will gladly assist you in production problems involving the use of Barrett Standard Chemicals. Phone, wire or write.



BARRETT STANDARD CHEMICALS

PHENOL (Natural)

U. S. P. 39.5° M. Pt. and 40° M. Pt.
Technical 39° M. Pt.
Technical 82-84% and 90-92%

CRESOL

U. S. P., Meta Para, Ortho, Special Fractions.

CRESYLIC ACID

99% Straw Color and 95% Dark.

XYLENOLS

TAR ACID OILS

NAPHTHALENE

Crude, Refined Chipped, Flake and Ball.

PYRIDINE

Refined, Denaturing and Commercial.

HYDROCARBON OIL . . . BENZOL . . .

TOLUOL . . . XYLOL . . . SOLVENT

NAPHTHA . . . HI-FLASH NAPHTHA



THE BARRETT COMPANY

40 RECTOR ST.

NEW YORK, N. Y.

PROGRESS

THE Insecticide and Disinfectant Industries Have Been Making Rapid Progress. New Products—New and Improved Solvents, the Use of New Chemicals Have Characterized Their Initiative.

Felton Chemical Co., Inc., Have Kept Step with This Progress by the Steady Development of Odors and Aromatics Scientifically Designed and Tested, to Be Best Suited for Each Particular Purpose.



FORMAROMES	For Formaldehyde Preparations and Sprays.
CARBOROMES	For Carbolic Acid, Phenol and Cresylic Acid Preparation.
SPECIAL ODORS	For Orthodichlor Benzene, Carbon Tetrachloride, etc., Which Are Coming into Daily Greater Use. And, of Course, Our Well Known Lines of
COLOROMES	(Perfume and color combined) For Para and Naphthalene Blocks.
VITAFLORES AND KEREXES	To Neutralize and Perfume Mineral Spirit Fly Sprays.
AQUAROMES	(Water Soluble Perfume Oils) For Liquid Soaps, Theatre Sprays, etc.

FELTON CHEMICAL CO. HAVE FURTHERMORE TAKEN COGNIZANCE OF THE KEEN COMPETITION EXISTING IN YOUR INDUSTRY, AND HAVE PRICED THEIR PRODUCTS ACCORDINGLY.

- LET US KNOW WHAT YOU ARE MAKING AND WE WILL SEND YOU LIBERAL SAMPLES OF ODORS BEST SUITED FOR YOUR PRODUCTS.

FELTON CHEMICAL COMPANY, Inc.

603 JOHNSON AVENUE, BROOKLYN, N. Y.

AROMATIC CHEMICALS — NATURAL ISOLATES — PERFUME OILS — ARTIFICIAL FLOWER & FLAVOR OILS

Stocks carried in following cities:

Chicago, Ill.
1200 N. Ashland Ave.

New Orleans, La.
ROBERT E. FELTON
Balter Bldg.

St. Louis, Mo.
KIEFER SALES
& ADV. SERVICE
1014 Locust St.

A COMPLETE SERVICE
FOR THE WEST
FELTON CHEMICAL CO.
INC.

515 So. Fairfax Ave.
Los Angeles, Calif.



The Code Authority

DR. ROBERT C. WHITE, Robert C. White Co.

H. M. CLARK, Dr. Hess & Clark, Inc.

W. G. GRIESEMER, Black Flag Co.

W. B. EDDY, Rochester Germicide Co.

J. L. BRENN, Huntington Laboratories.

W. J. ANDREE, Sinclair Refining Co.

W. J. ZICK, Stanco, Inc.

H. A. BRERERTON, Worrell Mfg. Co.

E. C. BOLTE, Michel & Pelton.

A number of miscellaneous questions on various points were cleared up by Captain Battley and Mr. Shipman. The mechanics of amending the code were explained by Captain Battley along with the meaning of the N.R.A. policy of giving provisional interpretations of debatable code questions. In response to a question by William Zick, Stanco, Inc., Captain Battley pointed out that in cases where a company encounters undue hardship under any particular provision of the code, the proper course is to set forth all the facts in a petition to the code authority. If the facts warrant it, a temporary stay can be granted.

Another topic brought before the meeting was the code provision requiring use of the Peet-Grady test on insecticides containing active materials other than pyrethrum. Frank Nelson, Stanco, Inc., characterized the test as an illogical one for use on derris insecticides, due to the heavy weight the test gives to "downs" and its failure to take into account the high eventual kill of derris sprays. John Powell, John Powell & Co., also made a few remarks on this subject, pointing out that in his opinion the kill in 24 or 48 hours did not matter so much. Walter Andree, Sinclair Refining Co., suggested referring the matter to the scientific committee, which action was taken.

The meeting adjourned with a vote of thanks to Capt. Battley and Mr. Shipman for their ready assistance and sympathetic attitude in clearing up the questions of the industry on the code.

Walter Mueller, until recently vice-president and sales manager of Belmay, Inc., has joined Van Dyk & Co., Jersey City. He had earlier been connected with Morana, Inc.

S. B. Penick, president of S. B. Penick & Co., New York, has been elected a director of Vadsco Sales Corp., New York.

WHY YOU CAN BE SURE with COAL TAR PRODUCTS FROM KOPPERS

1. KOPPERS IS ONE OF THE TWO LARGEST PRODUCERS OF COAL IN THE UNITED STATES

This has given Koppers a thorough knowledge of the coals from which tar products are produced.

2. KOPPERS BUILT OVER 75% OF ALL THE BY-PRODUCT OVENS IN THE UNITED STATES

This has made Koppers more familiar than any other organization with the processes of tar production.

3. KOPPERS IS ONE OF THE THREE LARGEST PRODUCERS OF CRUDE TAR IN THE UNITED STATES

This has kept it in intimate daily contact with the practical side of the production of coal tars and their products.

DEPEND ON

KOPPERS

FOR COAL TAR
PRODUCTS

TAR ACIDS

CRESOL, U. S. P.

PHENOLS

CRESYLIC ACID

98% to 100% STRAW COLOR

TAR ACID OILS

NEUTRAL HYDROCARBON OIL

KOPPERS PRODUCTS COMPANY

KOPPERS BUILDING
PITTSBURGH, PA.

The late Elbert Hubbard once remarked: "Patronize the man who does a large business. You'll find there's a reason."

We are the largest exclusive manufacturers of Rotenone products in the world. Draw your own conclusions.

CYRUS WARD & CO. LTD.
305-309 EAST 47th ST., NEW YORK



"Ward for Rotenone"

Plans are being developed for a convention of the National Association of Exterminators and Fumigators in St. Louis, October 1, 2 and 3. The association is at present conducting a study of liability insurance in the industry with a view to clearing up difficulties of individual companies in the industry in obtaining policies. An insurance questionnaire has been mailed and replies should be directed to the association office at 840—8th Ave., New York.

Irving Wexler, treasurer of Windsor Wax Co., Hoboken, N. J., manufacturers of floor waxes for the jobbing trade, expects to sail for Spain in August to join L. E. Fleischman, president of the company, who has been there for the past eight months. Mr. Fleischman has been conducting the affairs of their associated company, Fabriker Nacional de Pinturas Submarinas, S.A., Madrid, manufacturers of paints, varnishes and lacquers. Mr. Wexler expects to be abroad for about two months for the purpose of adding a line of floor wax products.

C. H. Starrett, formerly with William Peterman, Inc., New York, has become associated with Edgar A. Murray Co., Detroit, manufacturers of Doom and other insecticide products.

American Chemical Products, Des Moines, is introducing a new line of cattle and household sprays.

EDITOR'S CORRESPONDENCE

Secretary of Exterminators' Association

Editor, SOAP:

In the course of a recent conversation with Mr. William O. Buettner, it was mentioned that I have been the cause of some embarrassment to the National Association of Exterminators and Fumigators in that a few reports have come to him that I am credited with being executive secretary of the National Association. This is an error. I am not even a member of the National Association.

What has assisted, however, in giving such an impression is a reference to me as executive secretary of the National Association in an article which appeared in the May issue of SOAP on page 101. I shall very much appreciate your correcting this error.

My official position is executive secretary of the New York Society of Exterminators and Fumigators only, and I am in no way connected with any exterminating or fumigating company, nor do I represent anyone else.

N. K. CONCANNON.

New York, May 24, 1934.

Kaz Manufacturing Co., New York, has announced the perfection of a new heating element for its "Insectors" which eliminates the use of salt. This change is said to insure absolute safety in use of the device by eliminating the possibility of excessive steam pressure.

PYRETHRUM

POWDER

EXTRACT

G. F. P.

SHIPPED

FROM

CHICAGO

WE

RUSH

DELIVERIES

STOCK

MURRAY & NICKELL MFG. CO.

2608 ARTHINGTON ST.

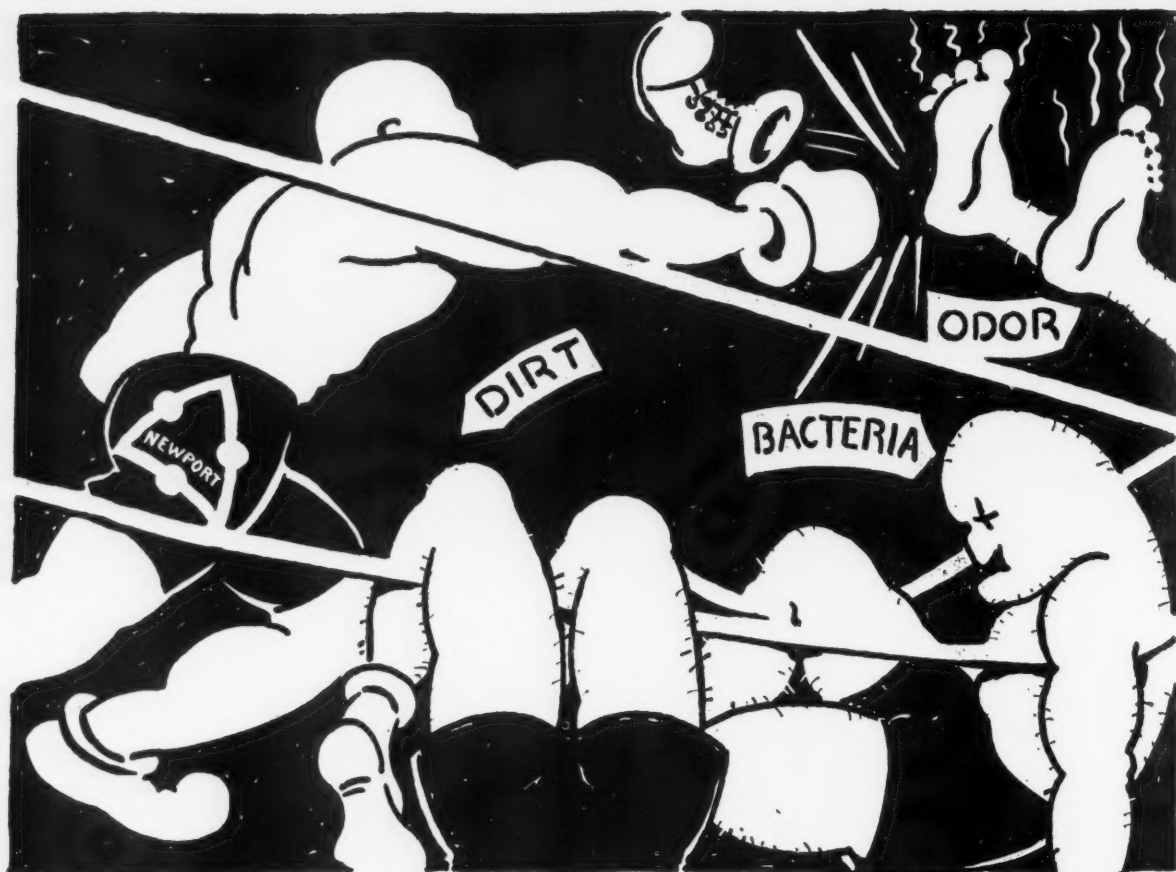
CHICAGO, ILL.

IMPORTERS AND MILLERS OF

PYRETHRUM PRODUCTS

RED SQUILL

MOTH-PROOFING COMPOUNDS



NEWPORT PACKS AN AWFUL

Wallop

—puts new punch in cleaning compounds

... it produces a cleanser that "knocks 'em for a loop". There's no "shadow boxing" here.

NEWPORT HEAVY WHITE PINE OIL

puts a two-fisted wallop into cleaning compounds ... a wallop that K O's the toughest job in the early rounds.

Producers also of Newport Steam Distilled
Rosins, Turpentine and Dipentene.

GENERAL NAVAL STORES COMPANY, INC.

Address Main Office: 230 Park Avenue, New York City



Plants: De Quincy, La.; Pensacola, Fla.; Bay Minnette, Ala.

SANITARY SUPPLY ASS'N MEETS

The twelfth annual convention of the National Sanitary Supply Association was held in Cincinnati, June 18, 19 and 20, at the Netherland-Plaza Hotel. Business sessions were held each day in the Pavilion Caprice on the fourth floor of the hotel. Group luncheons were held each noon in a room adjoining the meeting chamber. A feature of the program was a trip through the plant of Procter & Gamble Co. This trip was scheduled for Wednesday morning, June 20, and followed by lunch in the company's dining room. Other entertainment features included a stag party at the Pine's Country Club, the evening of June 18, courtesy of the F. H. Lawson Co., Cincinnati, and the Witt Cornice Co. The annual banquet was held the evening of June 19, with guests of honor being Mayor Russell Wilson, of Cincinnati, and Judge Thomas H. Morrow, Hamilton County, Ohio.

The program for the first day featured reports of officers, including those of the president, L. C. Van Nest, treasurer S. J. Bockstanz and secretary Edmund C. Kratsch. "The Romance of Scouring Powder" was the topic of J. M. McFarlane, J. B. Ford Co., Wyandotte, Mich. The afternoon session started with discussion of the supplemental code of fair competition for the janitor supply trade. Several addresses followed including one by F. H. Hoffman, F. W. Hoffman & Co., Philadelphia, "What is the Future of the Janitor Supply Business; in What Direction Should It Be Pointed."

The morning session on the second day was restricted to members and confined to official business of the association. Associate members met separately and elected their board members. At the afternoon session a symposium on the subject of salesmen's compensation was held. The session Wednesday afternoon was to hear addresses as follows, prior to adjournment: "A Few Remarks on Feather Dusters"—J. F. Hohenadel, Illinois Duster Co., Chicago; "Mopping Wringers and Tanks"—J. M. Eiffe, White Mop Wringer Co., Fultonville, N. Y.; "Substitutes for Bristle Floor Brushes and What They Are"—E. A. Laitner, A. Laitner & Sons, Detroit.

NEW SELF-FEEDING FLOOR APPLICATOR

Federal Varnish Company, Chicago, has announced a new automatic, self-feeding applicator for floor products. The main feature of this applicator is a six foot hollow handle which contains a quantity of material enough to cover about 2500 square feet of floor surface in one filling. They claim for this applicator a smoother, more even, uniform coat can be obtained as a quarter turn of the handle regulates the flow from a drop to a steady flow to suit the requirements of the surface. They state that this applicator will save nearly 50 per cent of the material because of its efficient and economical features. The manufacturer also claims that it can be used for all types of sealing and finishing materials, for wood, cork, tile, cork carpet, soft asphalt tile, cement, linoleum, rubber and other types of floor finishes. It is made in two sizes, 10 inch and 16 inch.

Syncrolite

the leading non-arsenical compound for the control of plant insects.



SODIUM FLUORIDE



SODIUM SILICO FLUORIDE



SODIUM ARSENATE



SODIUM ARSENITE



THALLIUM SULPHATE



ZINC PHOSPHIDE



AMMONIUM THIOCYANATE



JUNG MANN & CO.

INCORPORATED

Industrial and Fine Chemicals-Raw Materials

157 CHAMBERS STREET

TEL. BARCLAY 7-5129-30

NEW YORK CITY

The Original Fly Spray Perfumes

BOUQUET No. 77

Produces a very fine lilac like odor in all fly sprays in which kerosene or petroleum distillate is used as a base. Only one ounce necessary to perfume one gallon of spray. Guaranteed not to stain.

BLEND No. 7

For those who desire a lower priced product which still possesses the features which have made Bouquet No. 77 extremely popular.

Both Bouquet No. 77 and Blend No. 7

are odors from which you can make sprays suitable for use anywhere. Especially recommended for use where food products are stored, sold or used.

On request we will send an interesting leaflet fully describing perfumes for deodorizing crystals or blocks, fly sprays and theatre sprays. Samples of these products will be furnished on application.



P. R. DREYER INC.

12 East 12th Street

New York

"It's the Odor that Sells the Product"

Exterminators to Meet October 1-3

National Association of Exterminators and Fumigators will hold their annual convention at the Statler Hotel, St. Louis, October 1 to 3. Plans are now being drawn up under the direction of Thomas C. Raley, who is chairman of the Convention Committee. Advance indications point to an attendance of between 200 and 300 representatives of the exterminating and fumigating industry.

The U. S. Food and Drug Administration, in a recent investigation, has revealed serious misbranding in the labeling of mercury preparations as antiseptics and disinfectants. When mercury compounds are used in such products as germicidal soaps, disinfectants for surgical instruments, etc., the administration has ruled that they must be capable of actually *killing* *Staphylococcus aureus* at the dilution and in the period of time for which they are intended to be employed. Mere inhibition of the growth will not be considered sufficient, and the administration will take legal steps against makers of products carrying unwarranted claims.

U-San-O Corporation, St. Louis, has been incorporated for \$4,000 paid-in capital to manufacture and sell U-San-O products. These products have been manufactured for the past twelve years by the National Sanitary Products Co., which company will continue production and sales of disinfectants, soaps, etc., direct to the consumer, while the U-San-O Corporation will specialize in sales to the retail trade for resale. B. S. Heckenmeyer is president.

Charles Luckey Bowman, formerly of Stanco, Inc., and more recently connected with Cowan & Dengler, Inc., New York advertising agency, has joined P. H. Crane in the formation of a new advertising agency, Bowman & Crane. Offices are in the Empire State building.

A hearing was held in Washington, June 6, to take testimony in the complaint of the Federal Trade Commission against Odoro Co., New York, manufacturers of moth cakes and moth-proofing materials, alleging misrepresentation in the sale of chests for storing clothing.

Derrish resin or extract is dutiable at 25 per cent as a drug, the United State Court of Customs and Patent Appeals has ruled in a case involving William Cooper & Nephews, Inc. The customs court had previously approved free entry of the article as a natural resin.

N. J. Sanitary Service Co., formerly located at 20 Adams St., Irvington, N. J., has occupied new quarters at 725 Lyons Ave., Irvington.

General Exterminating Co., formerly located at 208 N. Wells St., Chicago, is now at 3435 Fulton St.

DISINFECTANTS

Coal-Tar Pine Oil Cresol

A Seasonal Special

SECTOX

A fly spray with a Kill higher than the code requires, ready for use, priced right, sold only in bulk to the trade. An unusually fine spray product. Test a sample.

*We also wish to call your attention
to our new line of*

Floor Maintenance Materials

Lusterize—A water-emulsion wax which dries hard and glossy without rubbing. Waterproof, odorless, and conforming to all specifications.

All Brite—A high-grade neutral floor soap made especially for cleaning linoleum, rubber and asphalt tile.

Supersan Pine Floor Soap—For general floor scrubbing on terrazzo, tile, wood, and other types where a stronger cleansing action is desired.

Supersan Liquid Polishing Wax—Gives harder and glossier finishes than you have seen heretofore.

Let us send you samples and full information

CHEMICAL COMPOUNDING CORPORATION

262 Huron St.,

Brooklyn, N. Y.

Bulk Polishes

Specially Formulated for All Purposes

In a complete line of polishes for the jobbing trade we feature our liquid metal polish—absolutely non-separating. Jobbers everywhere are building repeat business with this new product. A sample will tell you why. Other bulk polishes include paste polishes for silver, emulsion type polishes for furniture, automobiles and glass, etc. What are your needs?

Other Specialties for Jobbers Include

SOAP BASE

Six Point Soap Base—made from highest grade materials, high soap content, readily soluble, neutral, maximum lather and variety of shades and odors.

DISINFECTANTS

Both soluble and emulsion type coal tar disinfectants with coefficients of from 2 to 50. We also supply high quality pine oil disinfectants.

FERGUSSON LABORATORIES

24 OREGON AVENUE
PHILADELPHIA, PA.



Div. of Alex. C. Fergusson Co.
Established 1855

Our Products Guaranteed to Test and Quality

MADE IN

4 POPULAR
SIZES

Ideal for
Manufacture
of
Blocks

SOLVAY
TRADE MARK REG. U.S. PAT. OFF.

PARA-DICHLOROBENZENE

SOLVAY SALES CORPORATION
Alkalies and Chemical Products Manufactured by
The Solvay Process Company

61 Broadway New York

SODA ASH • CAUSTIC SODA • AMMONIUM CHLORIDE
CHLORINE • MODIFIED SODAS • CALCIUM CHLORIDE
SALT • CAUSTICIZED ASH • SODIUM NITRITE
AMMONIUM BICARBONATE • CAUSTIC POTASH LIQUOR

Free-flowing
for
Shaker-Top
Cans

Clear,
clean crystals.
Meet the demands
of those who re-
quire the purest
and best

Write for
our quotation
on your needs

LIQUID SOAP CONCENTRATION

(Continued from page 19)

J. A. WALSH, The C. B. Dolge Co., Westport, Conn.:
"We find it easy to express a definite opinion but not quite so easy to make a statement with which there will be one hundred or even 90 per cent agreement. We believe, however, that those who have taken the trouble carefully to check the washing habits of the persons who use liquid soap in public or semi-public washrooms will agree with us in these opinions.

"The most satisfactory soap,—even from the point of economy,—is one of about 15 per cent anhydrous content. We refer, of course, to the soap ready for use in the dispenser, and not necessarily purchased as a 15 per cent soap. We mention this because of the practice of some buyers to purchase a much more concentrated soap and dilute it down to this percentage. This soap is also suitable for the showers, but does not work out quite so well as a 20 per cent.

"The only reason we have for setting 15 per cent as a good standard is that it gives a satisfactory cleansing wash when used as the average person uses liquid soap. A heavier soap is likely to clog the dispenser valves unless they are given a great deal of attention. Some soap users have tried to economize on this commodity by using liquid soaps of 10 per cent content, but the economy is all imaginary and seldom reduces the budget. This is apparent when you try to wash with a liquid soap of this low content of cleansing oils.

"As closely as we can determine, the average person presses a soap dispenser plunger about four times. With a standard gauge valve, he will obtain just about the right quantity and body of lather to satisfy him when he uses a 15 per cent soap. When the soap is 10 per cent he works just as strenuously at the dispenser but instead of working up a lather, he develops only a bad temper. He seeks revenge by pounding the dispenser, but still nothing comes out but a little water which when rubbed between the palms lubricates a trifle but does not cleanse.

"Whereas he would ordinarily be classified with the 15 per cent soap obtained from 4 to 8 plunges of the dispenser valve, he is not satisfied with twice that quantity of 10 per cent soap. No one benefits. The cost for washing that individual's hands is a great deal higher and yet the person is dissatisfied.

"In the shower room there is even greater need for a soap of sufficiently high concentration. If the soap is not heavy enough to produce a lather sufficient to overbalance the exudations of a perspiring body, as it is rubbed into the skin, the bather will be first disappointed, then discouraged and finally disgusted. He will condemn liquid soaps generally whereas his condemnation should be for only the percentage the authorities of his club, factory or school decided on as being suited to their needs. A man will use two to three times as much of a 10 per cent soap in a shower room as he will of a 15 or 20 per cent grade.

"Another factor worth keeping in mind is that the water

DEPENDABLE REILLY PRODUCTS

*For the Soap and
Disinfectant Industry*

CRESYLIC ACID

CRESOL

CRESOL U.S.P.

XYLENOL

TAR ACID OILS

NAPHTHALENE



**12 PLANTS
TO SERVE YOU**

REILLY

TAR & CHEMICAL CORPORATION

MERCHANTS BANK BUILDING • INDIANAPOLIS, IND.
SEATTLE, WASH. • PROVO, UTAH • MINNEAPOLIS, MINN. • CHICAGO, ILL. •
GRANITE CITY, ILL. • INDIANAPOLIS, IND. • DOVER, OHIO • FAIRMONT, W. VA.
NEWARK, N. J. • NORFOLK, VA. • CHATTANOOGA, TENN. • MOBILE, ALA.

INSECTICIDES

Without proper fragrance, insecticides and fly sprays will not appeal to the purchaser.
Why not let him determine the sales value of your merchandise.

WE WILL ASSUME

part of your introductory cost by offering you for a limited time concentrated perfume odors for your products at a below cost figure.

Consider Our Laboratory Part of Your Organization

KEROL No. 1

A concentrated oil which will produce surprising results at a low cost.

Introductory price 45c lb.

Regular price 60c lb.

KERADOR No. 534

An especially pleasing fragrance having a concentrated strength which satisfactorily masks the odor of kerosene.

Introductory price 50c lb.

Regular price 85c lb.

Both introductory offers are good only until June 15, '34

BUDD AROMATIC CHEMICAL CO., Inc.

Essential Oils

PERFUME SPECIALTIES

Aromatic Chemicals

667 WASHINGTON ST., NEW YORK, N. Y.

U. S. Representatives

N. V. POLAK & SCHWARZ

Essencefabrieken.

DOBBINS SUPERBILT SPRAYERS AND DUSTERS



No. 35 3-Quart Capacity
No. 30 1½-Gallon Capacity
High pressure Chemical Sprayers with
"Controlled Atomization" through air
control valve.



No. 33G 3-Quart Capacity
A large capacity forceful "Continuous"
Sprayer.



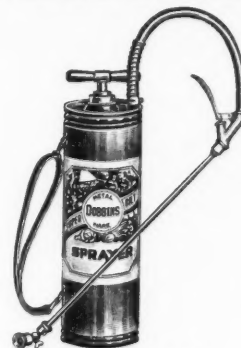
No. 140 3-oz. Capacity
A popular pattern from our long line of
Dusters.

A complete "Superbilt" line of
Sprayers and Dusters avail-
able for quick shipment.

*Write for our new
catalog and price list.*



No. 710 10-oz. Capacity
A popular Tin Atomizer, nicely litho-
graphed.



No. 28G 3¼-Gallon
Capacity
A high pressure Com-
pressed Air Sprayer with
Universal nozzle and
power grip pump handle.



No. 720 3½-oz. ca-
pacity. A household
Sprayer with glass
container.

DOBBINS MANUFACTURING COMPANY

NORTH ST. PAUL, MINN.

PORTLAND, ORE.

in the faucet will do just as much cleansing work as will the water in the soap dispenser. It follows, therefore, that the less water there is taking up space in the dispenser, the less frequently the janitor will have to fill the dispensers. The municipal water works are nicely equipped to supply all the water needed for basin and shower room, why not permit them to do so, and use the soap dispensers for their intended purpose—dispensing vegetable oils that have been so processed as to give them cleansing properties.

"The water is added to soap to carry and to distribute it uniformly to get penetration and to get quicker cleansing action. In this respect it serves a useful and necessary function, but there must be retained a reasonable ratio of soap to water. If we are going to use all diluent and no soap, why not carry the 'diluting idea' to its natural conclusion and use plain water; why stop at 10 per cent?"

— ♦ —
 • R. A. WINNER, Armour Soap Works, Chicago: "We believe that the best strength for all around lavatory use should be in the neighborhood of 10 per cent. We have found that liquid soap in this strength will give plenty of suds and detergent value with the small amount of soap that can be held in the palm of the hand, without waste; also, that this percentage will not allow for stoppage of communicating systems or discharge openings in dispensers."

— ♦ —
 White Mop Wringer Co., Fultonville, N. Y., manufacturers of mopping trucks and other cleaning accessories, has established a branch office at 1826 W. Grand Ave., Chicago. A complete stock of janitor equipment is being carried at this address.

— ♦ —
 Industrial Dethol, added last fall to the Dethol and Special Dethol lines manufactured by the Dethol Mfg. Co., Washington, D. C., is meeting with an unusual consumer acceptance according to advices received from the makers. This product, especially designed for the dairy, bakery, food packing and industrial field is a highly effective, non-toxic, non-staining and odorless oil-base spray. It is marketed in amounts of 5 gallons or over.

— ♦ —
 Lillian Koppelman, who was associated with her brother, Harold I. Koppelman, in establishing the U. S. Sanitary Specialties Corp., Chicago, announces that she has disposed of her interest in that company and is no longer connected with it in any way. Mr. Koppelman died in April, 1932.

— ♦ —
 Reilly Tar & Chemical Corp., Indianapolis is conducting a national sales drive on its "Re-Nap" moth balls and flakes.

— ♦ —
 James A. Blanchard, formerly identified with Blanchard & Co., New York, insecticides, died May 23, at his home in Stockton Springs, Maine, at the age of sixty-eight.

SHERWOOD'S DI-BUG KILLS

DI-BUG PYRETHRUM EXTRACTS NO. 20 AND NO. 5 have exceptionally high killing power.

DI-BUG STEAM-O-CIDE is especially effective in steam and electric sprayers.

DI-BUG CATTLE SPRAYS Effective and protective.

DI-BUG INSECTICIDE Unperfumed and perfumed. (Sold in bulk to jobbers only)

DI-BUG PYRETHRUM FLOWERS, Whole, Granular, Fine Powdered.

ALL PYRETHRUM PRODUCTS TESTED BY PEET-GRADY METHOD

DI-BUG SPRAYSENE A petroleum oil refined to practically complete freedom from kerosene odor.

SHERWOOD PETROLEUM COMPANY, INC.

Bush Terminal - - - Brooklyn, N. Y.

BRANCHES

Chicago, Ill.	Memphis, Tenn.
Detroit, Mich.	Atlanta, Ga.
Boston, Mass.	New Orleans, La.
Philadelphia, Pa.	Birmingham, Ala.
REFINERY—WARREN, PA.	

Combining PERMANENT ADVERTISING with Shipping Safety



Benetco Pails, Drums, and Barrels are made in all practical styles, 1 to 65 gallon sizes.

Attractively decorated Benetco Pails—lithographed in colors with your label—provide *Permanent Advertising*, because the secondary-utility of the pail keeps it in use for years after the original contents are used.

Combined with this is their sturdy construction that insures positive safety of contents in transit and handling.

Write for Samples and Prices

WILSON & BENNETT MANUFACTURING CO.

GENERAL OFFICES AND FACTORY—6528 SO. MENARD AVE.—CHICAGO

Phone—Republic 0200

EASTERN OFFICE AND FACTORY

353 Danforth Avenue
Jersey City, N. J.

Phones—Delaware 3-4700
Cortlandt 7-0231



SOUTHERN OFFICE AND FACTORY

Cortez and Bienville Streets
New Orleans, La.

Phone—Galvez 2171

Three Modern Factories—Sales Offices and Warehouses in Principal Cities.

CATTLE SPRAYS
—
COAL TAR
DISINFECTANTS
AND DIPS
—
PINE OIL
DISINFECTANTS
—
LIQUID
INSECTICIDE
—
HOUSEHOLD
FLY SPRAY
—
IMPERIAL
FORMALDEHYDE
SPRAY
—
ETC.

ALWAYS — ONE UNIFORM QUALITY!

Always of the best quality—that's what makes the "Chemco" line such a remarkable profit maker—no misleading claims, no flattering statements—just the best that can be made to serve the jobbers in their efforts to build good will.

TRY OUR SERVICE—THE LINE IS COMPLETE.



THE CHEMICAL SUPPLY CO.

2450 CANAL ROAD
CLEVELAND, OHIO

— • —
"SINCE 1898"

REPORT OF INSECTICIDE COMMITTEE

(From Page 107)

As chairman of the insecticide committee, I have given this matter considerable thought, and it occurred to me that the most equitable method would be to have the code authority appoint three laboratories (preferably those who maintain entomologists). Experience, equipment and the length of time that these laboratories have been in operation should be considered when appointing the official laboratories. Upon receipt of a sufficiently large sample from the code authority, these three laboratories would proceed to run the customary ten Peet-Grady tests and then submit their findings to the code authority within a reasonable time. If the findings of these laboratories are reasonably close (say, not more than 5% in variance), then the findings should be regarded as final by the code authority.

A reasonable charge should be made by these three laboratories for each series of tests. The usual charge for a full series of ten separate tests on a given sample is \$20; thus, the cost of testing any one product would be \$60 and such expense would undoubtedly have to be borne by the code authority.

I have dwelt on this subject at some length because the raising of manufacturing standards has been an eager objective of this association for many years and, further, because quite a number of manufacturers have asked me personally how this particular phase of it was to be handled. My comment in this connection is made in the nature of a suggestion. I might add, before going to the second topic, that as a result of the very careful research activities of our scientific committees over the past five years, the general average killing power of liquid insecticides has been definitely raised,

year after year, and the approval of the code should assist us in bringing into line those manufacturers who have not as yet complied with the 60% minimum kill. Notwithstanding the fact that better insecticide is being sold today than was the case five years ago, the housewife pays a lower price for it today than she did five or even three years ago.

This leads up to the second item on my list, namely, that the average price on liquid insecticide, both in packages and bulk, is lower today than ever before. It remains to be seen whether in the face of advancing pyrethrum prices, higher labor costs, etc., the price structure will continue to point downward. There are various methods of meeting lower prices. One practice which I called attention to three years ago, is the marketing of a secondary or "fighting brand" on which little or no money has been spent for advertising. Obviously, such a product costs less to make and distribute than the advertised brand and, therefore, it can be sold to meet lower competitive prices. At least three companies recently have adopted this procedure, either on bulk or packaged liquid insecticide.

This leads to the third consideration on my list—the adoption of private labels by grocery chains and syndicate stores. Package goods of this type usually sells at retail below the price of nationally advertised and distributed brands. Whether manufacturers of nationally advertised products will reduce their prices to meet private labeled insecticide remains to be seen. The venture is too recent as yet to draw any final conclusions, but it is something to think about.

This brings up to the fourth event. At least one large newcomer in the liquid insecticide industry, sensing that private brands might mean volume, has entered this field and is specializing in it. This is a new type of competition and it will be interesting to watch developments.



A complete line of high quality waxes for the jobbing trade. In bulk, packaged as illustrated here, or with your own label.



WINDSOR WAX CO.

50 CHURCH STREET NEW YORK

Phone REctor 2-0661

Factory: 611-617 Newark St., Hoboken, N. J.



Attention Jobbers!

KLEENWELL LIQUID-GLOSS WAX

now offers you consumer acceptance

98% of those who try Kleenwell specify it for all future requirements. This fact is conclusive proof of consumer acceptance so essential to the creation of profits for jobbers. Kleenwell has been approved by the Rubber Manufacturers Association and the Linoleum Manufacturers Association.

Eight Reasons for this consumer acceptance

UNIFORM

NO RUBBING

DURABLE

NON-INFLAMMABLE

HIGH LUSTER

NON-EXPLOSIVE

FAST DRYING

ATTRACTIVELY PRICED

We also manufacture a complete line of attractively priced Floor Seals, Disinfectants, Insecticides, Liquid and Vegetable Oil Soaps. Literature describing these products with our lowest quotations can be obtained by writing to us.

CHICAGO SANITARY PRODUCTS COMPANY

2528 W. Congress St., Chicago, Ill.

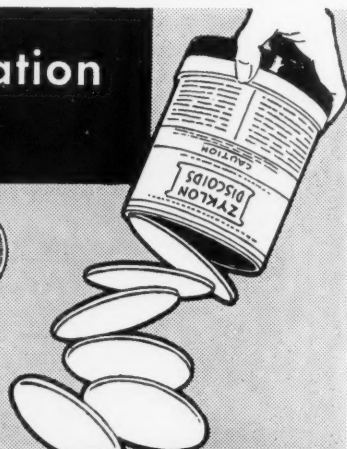
Increase the Efficiency of Fumigation Jobs—Save time and labor

Here's a fumigant that's as fast and clean to use as it is sure in results—uniformly efficient results. ZYKLON Discoids in handy-packaged form eliminate all fuss and bother. Just cut open the can and scatter the discs into the space to be fumigated—immediately a penetrating gas goes to work and gets pests in corners, crevices—wherever they may be. It gets them all.

Think what this saving in time and labor means in terms of profit. It pays to use these handy ZYKLON Discoids for every fumigation job.

Get a copy of our Fumigation Manual, Free. It contains many practical suggestions. Send the coupon to nearest office.

ZYKLON DISCOIDS
Packaged Fumigation



American Cyanamid & Chemical Corporation
Insecticide Division
30 Rockefeller Plaza, New York, N. Y.
Dwight Bldg., Kansas City, Mo. Azusa, Calif.
Send me free and without obligation the "Handbook of Practical Fumigation with ZYKLON DISCOIDS".

Name.....

Address.....

More and more new brand names are being pushed to the front and some of them by concerns with sound financial backing. They are bound to "get in" and they will want to "stay in."

This ushers us up to the fifth chapter, namely, the worst case of insecticide constipation which we have ever seen. The dry weather and the curtailed purchasing power of last year contributed to the dearth of insecticide sales, but the fact remains that this year's holdover stock in the hands of thousands of retailers, also voluntary chains and wholesalers, is much heavier than is good for the industry. Voluntary chains, attracted by advertising allowances, bought more different brands than usual this past year; even Class A chains, which formerly held their stocks rigidly down to two brands, now sell three or four brands. The drug trade carries from five to fifteen brands, the hardware trade from four to eight, and feed stores are recent entries in this field.

In checking stock on the shelves of 1,703 retail grocery, drug and hardware stores, it was found that 804 of them, or 47%, had or thought they had sufficient held-over stock to last throughout 1934. These stores are located in Georgia, Tennessee, Oklahoma, Texas, Iowa, Missouri, Ohio, Indiana and New York State. It is realized that scores of brands fostered usually by smaller companies have come and gone, but today, companies, which are financially able to carry accounts and market liquid insecticide in conjunction with their main business, are entering the field and perhaps here to stay.

It might be well at this time, also, to call attention to the fact that a large amount of money has been made available by the government to better housing conditions, eradicate slums, drain or fill in swamps, which should reduce the prevalence of insect pests.

This brings us to the vital question—what can the industry do to increase the sale of insecticide? What can the industry do to relieve the shelves of the retailers? Was last year exceptional or will large hold-over stocks continue to pile up, not only in the hands of the retailers, but also the wholesaler and possibly even on the manufacturer's floors? Will lower retail prices continue to prevail or will prices advance in line with most other commodities? With an upturn in purchasing power, will low-priced, unadvertised insecticides continue to gain a foothold over fair-priced merchandise that is well advertised?

Should we, as an industry, attempt to get together and foster a joint movement to study these matters as, for instance, the wholesale and retail drug industry have done, or should we each continue to paddle our own canoes?

Dobbins Mfg. Co., North St. Paul, Minn., has issued a new 36 page catalog giving complete information about their line of sprayers, dusters, chemical closets, mop pails and other sanitary accessories. Copies may be obtained by writing to G. H. Collier, sales manager, at the home office, mentioning Catalog No. 43. Included in the regular Dobbins' line is a new high pressure sprayer for applying water waxes and other floor dressings. This new sprayer is designed to spray around desks, furniture, store equipment, etc. and is equipped with a special nozzle for volume control. It holds one gallon of liquid.

S. C. Johnson & Sons, Inc., floor wax manufacturer, Racine, Wis., has moved its Cincinnati office and warehouse from 2259-61 Gilbert Avenue to the Cincinnati Terminal Warehouse, 49 Central Avenue.

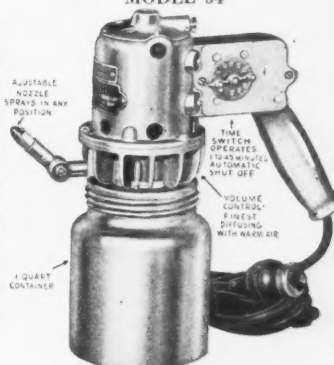
HERE IT IS!

**AUTOMATIC — SAFE — TROUBLE FREE
FINEST CONTROLLED ATOMIZATION
WITH THE NEW**

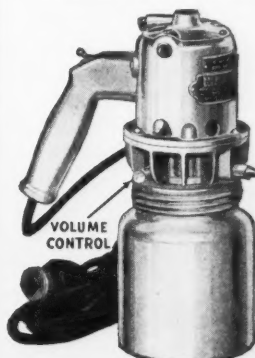
TORNADO ELECTRIC SPRAYER

MODEL 54

Here is the new sprayer you've been looking for. It features an automatic time switch set at any point from 1 to 45 minutes — sprays desired amount without any attention whatever — automatically shuts off. Can also be used for hand spraying. Adjustable nozzle can be set for spraying in any position. Also exclusive volume control adjustment permits spraying one ounce every two to four minutes with either fine or heavy spray. Don't fail to get the facts on this new type sprayer before buying.

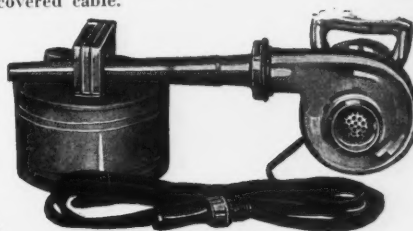


*Also Most Complete Line of Electric Sprayers to
Enable You to Meet Every Spraying Problem*



Model 53 new Compressor Type unit with new adjustable volume control. Will break insecticide into finest mist and gas formation mechanically obtainable. Floats throughout spraying area for many minutes—a truly de luxe model! 1/8 H.P. G.E. Universal Motor. 1 quart metal container. 20' of rubber covered cable.

Model 50 Fan Type unit. A fine insecticide atomizer. Sprays distance of 8' to 10'. 1/8 H.P. G.E. Universal Motor, 1 pint glass jar. 20' of rubber covered cable.



Model 6 Fan Type unit. Will break insecticide into a very fine mist. Sprays 18' to 20'. 1/3 H.P. G.E. Universal Motor. Norma Ball Bearings, 1 gallon metal container. This model is for larger institutions, warehouses, industries, etc., and is also highly recommended for mothproofing solutions. Write today for complete description and circulars.

BREUER ELECTRIC MFG. CO.

862 Blackhawk Street

Chicago, Ill.

We do not sell insecticides. Our business is manufacturing sprayers.

Good USED MACHINERY for SOAP MANUFACTURERS

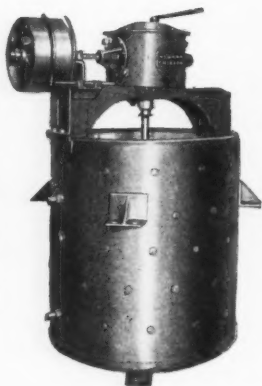
H-A 1500, 3000, 4000, 5000 lbs. capacity.
Steam Jacketed Crutchers.
Dopp Steam Jacketed Crutchers, 1000, 1200,
1500 lbs. and 800 gals. capacity.
Ralston Automatic Soap Presses.
Scouring Soap Presses.
2, 3, 4, 5 and 6 roll Granite Toilet Soap Mill.
H-A 4 and 5 roll Steel Mills.
H-A Automatic and Hand-Powered slabbers.
Proctor & Schwartz Bar Soap Dryers.
Blanchard No. 10-A and No. 14 Soap Powder
Mills.
J. H. Day Jaw Soap Crusher.
H-A 6, 8, and 10 inch Single Screw Plodders.
Allbright-Nell 10 inch Plodders.
Steel Soap frames, all sizes.
Steam Jacketed Soap Remelters.
Automatic Soap Wrapping Machines.
Glycerin Evaporators, Pumps.
Proctor & Schwartz large roll Soap Chip
Dryers complete.
Doll Steam Jacketed Soap Crutchers, 1000,
2000 and 1350 lbs. capacity.
Ralston and H-A Automatic Cutting Tables.
Soap Dies for Foot and Automatic Presses.
Broughton Soap Powder Mixers.
Williams Crutcher and Pulverizer.

Good USED MACHINERY for Sanitary Product Manufacturers

Empire State, Dopp & Crosby Para Presses.
Filling and Weighting Machines for Flakes,
Powders, etc.
Sperry Cast Iron Square Filter Presses, 10,
12, 18, 24, 30 and 36 inch.
Perrin 18 inch Filter Press with Jacketed
Plates.
Gedge-Gray Mixers, 25 to 6000 lbs. capacity,
with and without Sifter Tops.
Day Grinding and Sifting Machinery.
Schultz-O'Neill Mills.
Day Pony Mixers.
Gardiner Sifter and Mixer.
Day Talcum Powder Mixers.
All types and sizes—Tanks and Kettles.
National Filling and Weighing Machines.

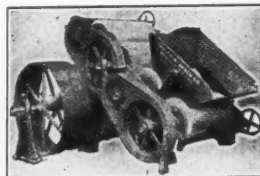
New SOAP CRUTCHERS

This Newman brand new, all steel steam jacketed soap crutcher. Will crutch any kind of soap. We also build another crutcher especially adapted for laundry soap in addition to other new soap machinery such as frames, cutting tables, etc. Send for complete list.

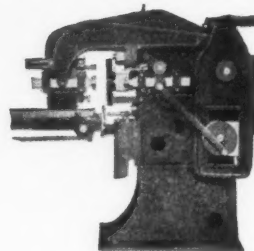


All used equipment rebuilt in our own shops and guaranteed first class condition.

Used Specials!



H-A SOAP MILL
This 4-roll granite toilet soap mill is in A-1 shape. Latest and largest size rolls.



**4 JONES
AUTOMATIC**
combination laundry and toilet soap presses. All complete and in perfect condition.

Send us a list your surplus equipment—we buy separate units or complete plants.

NEWMAN TALLOW & SOAP MACHINERY COMPANY

1051 W. 35th St.
CHICAGO

Our Forty Years Soap Experience Can Help Solve Your Problems

CLASSIFIED ADVERTISING

Classified Advertising—All classified advertisements will be charged for at the rate of ten cents per word, \$2.00 minimum, except those of individuals seeking employment where the rate is five cents per word, \$1.00 minimum. Address all replies to Classified Advertisements with Box Number, care of *Soap*, 136 Liberty St., New York.

Note: All advertisements must be in publisher's hands by the first of the month for that month's issue.

Positions Wanted

Chemical Engineer, Plant Superintendent—Thoroughly and widely experienced in the manufacture and production of cold made and boiled soaps on large scale. Address Box No. 381, care *Soap*.

Soapmaker with 36 years' experience in Europe and America can make the following articles: settled soap down-boiled, semi-boiled cold process soaps, soap base, liquid soap, soap powder, scouring bar and powder and many other things, in the most economical way. Address Box No. 380, care *Soap*.

Soapmaker—Well versed in the manufacture of all kinds of soaps, seeks new connection. Location immaterial. Address Box No. 361, care *Soap*.

Positions Open

Medium sized soap factory specializing in high grade products has an opening for an experienced superintendent, thoroughly acquainted with all phases of fine toilet soap manufacture. Give full information as to experience, general qualifications, and salary expected in your letter. Address Box No. 377, care *Soap*.

Wanted: Experienced chemist in testing, control, and research work in soaps and cleansers. Address Box No. 376, care *Soap*.

Miscellaneous

Wanted—Company manufacturing hair specialties with distribution in U. S. and Canada desires to acquire or combine with going concern in similar or parallel line. Will arrange meeting for conference. Address Box No. 367, care *Soap*.

SOAP MACHINERY

Every item shipped from our shops at Newark, N. J., is thoroughly overhauled and rebuilt before shipment.

SPECIALS

- 1—Soap Chip Dryer, 1200 lb.
- 2—Dopp 650 gal. Steam Jacketed Kettles.
- 1—Dopp 1200 lb. Steam Jacketed Crutcher.
- 1—Hershey 1000 lb. Horizontal Jacketed Crutcher.
- 1—1000 lb. All Steel Soap Powder Mixer.
- 2—Holmes & Blanchard 24" and 36" 4 cage Disintegrators, for grinding soap powder—no screens, no plugging.

- 25—Soap Frames, 60"x45½"x14", with trucks.
- 6—Plodders, Houchin, Rutschman, 4", 4½" double screw, 6", 8", 10".
- 14—Filter Presses, 42"x42" to 12"x12".
- 8—Granite Mills, 3 and 4 roll, 12", 18" and 24".
- 15—Horizontal Mixers, Jacketed and Plain, 15 gal. to 1000 gal.

MISCELLANEOUS—Kettles, Mixers, Pony Mixers, Powder Fillers, Tube Fillers, Labelers, Soap Presses, Soap Wrappers, Tanks, Boilers, Pumps, etc.

Send for Latest Bulletin.

CONSOLIDATED

PRODUCTS COMPANY, INC.

15-21 Park Row, N. Y. C. Barclay 7-0600

We buy your idle Machinery—Single items or entire plants.

WARREN SOAP

Manufacturers of Specialty Soaps

Since 1868



Potash Oil Soaps

Emulsifying Agents

Solvent Soaps

Cleaning Compounds

Private Formulas

Industrial Soaps

Automobile Soaps

Liquid & Paste

Liquid Soaps

Soap Powders

Forresters' Soaps

To increase the spread and adherence of Insecticides



The Warren Soap Mfg. Co.

Incorporated

Kendall Square Bldg., Cambridge, Mass.

Vioflor

A CHEMICALLY SOUND, PERMANENT DEODORIZER

THIS product is a great help to manufacturers of insecticides, naphthas, waxes, polishes, and Paradichlorbenzene blocks.

It saves you 40% to 70% of your perfuming cost *without changing the odor effect you now have in your product.*

It takes only a few minutes to demonstrate this.

On every thousand dollars you now pay out for perfuming ingredients why not save \$400.00 to \$700.00?

Manufactured by

CREPIN & DOUMIN, Ltd., London, England

Sold in the United States and Canada by

JOHN POWELL & CO., Inc.

114 East 32nd Street :: New York, N. Y.

F. & S.

Quality Colors
for

**TOILET SOAPS
LIQUID SOAPS**

TOILET PREPARATIONS

Long experience enables us to produce colors for all types of soaps.

If you have a shade you want matched send us a sample. We have complete facilities for matching.

Liquid soap colors a specialty—send for samples of F. & S. greens and ambers.

FEZANDIE & SPERRLE, Inc.

205 FULTON STREET
NEW YORK, N. Y.

Import—Manufacture—Export

UNIFORM
FREE FLOWING
READILY SOLUBLE
CRYSTALLINE OR GLOBULAR
TRIPLE SODIUM PHOSPHATE

SWANN CHEMICAL COMPANY
BIRMINGHAM
Division of
THE SWANN CORPORATION
District Offices

Charlotte
Cleveland

New York

Dallas
St. Louis

ANT **Lethelin** BAIT JELLY

LETHELIN JELLY is a clean odorless **ANT-BAIT** which is deadly against ant infestations. Effective where other products fail. Wipes out the nests, completely eradicating colonies. Economical to use, indoors or out. For house ants, golf greens, lawns, greenhouses, etc. Equally effective on roaches, rats and mice. A stable jelly which will not melt in the sun or at ordinary temperatures. Used as directed, **Lethelin Jelly** will not harm vegetation.

Lethelin Jelly is packed in three sizes of tubes, ½ oz., 1½ oz., and 6 oz. and also in 5 lb. cans. The small tubes are designed to sell retail at 25c and 50c. The large tubes for exterminators' use, and estates, golf clubs, etc., retail at \$1.75. The 5 lb. can retails at \$10.00.

For the Jobber—

Lethelin Jelly is a profitable item for resale to stores, clubs, florists, etc., to build repeat orders.

For Exterminators—

Lethelin Jelly is an effective, handy product to use. Certain and economical. Try it once—you'll use it always.

LETHELIN PRODUCTS CO., Inc.

Wright Bldg.

Manhasset, N. Y.

Wanted: 1 Perfection 1500 lb. Crutcher, 1—2-way Cutting Table, 1 Blanchard Grinding Mill. Must be reasonable. Address Box No. 378, care *Soap*.

Wanted—To complete files. Copy of *Soap* for March, 1931, and for May, 1933. Please write to Box No. 370 if available.

"Williams HC," a chlorinated cleanser for the restaurant, is being offered by the Williams HC Products Corp., 15 West 44th Street, New York City.

White & Bagley Co., Worcester, Mass., are introducing a new product, "Oilzum," a fabric cleaner for cleaning auto upholstery.

"Woodbury's" facial soap, hitherto advertised exclusively on the radio and in national magazines, will be featured in large newspaper space this year.

H. F. Atherton has succeeded Orlando Weber as president of Allied Chemical & Dye Corp., Mr. Weber remaining as chairman of the board. Mr. Atherton previously held the position of vice-president.

Sheffield Dentifrice Co., New London, has announced a change of the corporation name to The Sheffield Co. The concern is an affiliate of the New England Collapsible Tube Co.

WOOL GREASE

ARLINGTON MILLS BRAND

for manufacturers of

**TEXTILE SOAP
LEATHER SOAP
SPECIALTIES**

"Arlington Mills" WOOL GREASE is the ideal low cost raw material for use in the manufacture of textile and leather soaps, oils and specialties. We are now offering a product of exceptional merit, free from sulfur and of low moisture and ash content. May we figure on your requirements?

W. L. MONTGOMERY & CO., Inc.
89 BEACH STREET BOSTON, MASS.

CUT MIXING COSTS

with a

Hy-Speed MIXER

**FAST
ECONOMICAL
THOROUGH
RUGGED**

Produces
a
more
uniform
finished
product



1/10 H.P. to 20 H.P.
5 to 50,000 gal. tanks

All sizes
models
styles

Write for a Catalogue

ALSOP ENGINEERING CORP.

39 W. 60th Street

New York City

M'f'rs of disc filters, mixers, bottle fillers, glasscoated tanks, etc.

for your paste products —
A REMOVABLE HEAD DRUM



A Trageser removable head drum is the ideal container for any of your bulk paste products—auto soaps, soft soap bases, polishes, textile specialties, fats, greases, etc. The head comes off quickly and makes the container easy to handle.

Trageser drums are built to last. Send for new low prices on 30, 55 and 110 gallon sizes.

JOHN TRAGESER STEAM COPPER WORKS
Grand Avenue Maspeth, L. I., N. Y.

PULaski 5—7700

ISOLATION PROCESS PYRETHRUM

CONCENTRATION AND EXTRACTION

No possible trace of foreign solvent can remain in the extract—the entire process employs only hydrocarbon distillate.

Complete solubility of this extract—the base of fly sprays as well as the extract being hydrocarbon distillate.

No destruction of the color or odor principles of the flowers—the process is based on ordinary percolation without heat.

Complete solution of the killing principles of the flowers—hydrocarbon distillate is the most natural solvent.



No. 20

CONCENTRATED PYRETHRUM EXTRACT

ISOLATION PROCESS

KILL-COLOR-ODOR

AN-FO MFG. COMPANY, OAKLAND, CALIF.

GARNET

*The Largest Manufacturers of
Sanitary Appliances—Since 1899*

GARNET NUMBER ONE

Liquid Soap Dispensers

Send For
Our
Illustrated
Catalogue
and
Price
List



Low in price, high in quality. The most popular Liquid Soap Dispenser on the market. Easy to fill, easy to clean. Interchangeable, removable bulb and valve. Automatic plunger type. 12-oz. capacity, all metal parts made of brass with heavy nickel finish. Chromium finish at a slight additional cost.

"Universal"
Deodorizing
Block

CONTAINERS

Oxidize, Nickel or White Enamel finish. 4 standard sizes, for ½ to 2 lb. blocks.

GARNET

"UNIVERSAL"

AUTOMATIC

DRIP MACHINES

One quart capacity, made of heavy metal. White Enamel, Nickel or Oxidize finish. Complete ready to install.

Garnet Chemical Corporation

911-925 North Lumber Street

Dept. K

Allentown, Penna.

We Manufacture For The Trade ONLY

Liquid Soap Base

Auto Soaps

Potash Oil Soap

Shampoo

U.S.P. Cresol Compound

Coal Tar Disinfectants

Liquid Soap

Pine Oil Soap

U.S.P. Green Soap

Shampoo Base

Pine Oil Disinfectants

Insecticides

Ask for samples of these specialty bulk products

HARLEY SOAP CO.

2852 E. Pacific St.

Philadelphia

COLORS

FAST GREEN FOR SOAP

FAST TO SOAP BY ANY PROCESS

Boiled

Half Boiled

Cold

Transparent or

Liquid

Proved for thirty years

W 710 BLUISH GREEN

W 709 OLIVE GREEN

A. C. DRURY & CO., INC.

International Merchants

Essential Oils—Waxes—Talc—Clay—Colors—Zinc Oxide, etc.

219 EAST NORTH WATER ST.

CHICAGO

A.M.T.A. MEETS IN NEW YORK

The annual convention of the Associated Manufacturers of Toilet Articles was held at the Waldorf-Astoria, New York, June 5, 6 and 7. Business sessions were held Tuesday afternoon, Wednesday morning and Thursday afternoon. Wednesday afternoon was given over to golf at the Pomonok Golf Club, Flushing, L. I. Other entertainment features included "Monte Carlo" night, Tuesday evening, and the annual banquet on Thursday evening. Charles Kelly, Hagerty Bros., New York, headed the general committee in charge of the convention.

CANADIAN 1933 SOAP PRODUCTION LOWER

Production of soaps, washing compounds and cleaning preparations in Canada during 1933 was valued at \$14,268,394, a decline from the \$14,739,158 total of the previous year. Only 82 companies were engaged in this business in 1933 as compared with 85 in 1932. The following figures give additional data about the industry:

Years	Cost of materials at works	Selling value of products at works	Value added by manufacturing
1929	11,002,034	19,218,726	8,216,692
1930	9,996,739	18,167,838	8,171,099
1931	7,990,246	17,047,452	9,057,206
1932	6,478,638	14,739,158	8,260,520
1933	6,510,167	14,268,394	7,758,227



Deodorizing AND MOTHPROOFING Blocks

PLAIN AND PERFUMED
MADE WITH NAPHTHALENE OR PARA BASE

NAPHTHALENE FLAKES, CHIPS, etc.
DISINFECTANTS EMULSION AND SOLUBLE TYPES
FLY SPRAYS HOUSEHOLD SPRAYS
CATTLE SPRAYS



THE WHITE TAR COMPANY
OF NEW JERSEY, INC.
PHONE KEARNY 2-3600
BELLEVILLE PIKE KEARNY, N. J.

"FILMA-SEAL"

(the double seal of cap and film)



Prevents evaporation and leakage of
Chloroform and other volatile products

STOPS Tampering and is a guard against Counterfeiting.

Furnished with our C. T. Screw Caps or inserted in our plastic caps.

Quickly Applied. No added labor cost.

FERDINAND GUTMANN & CO.

Established 1890

BROOKLYN

NEW YORK

U. S. Patents Trade Marks Reg. Pats. Pending

NEW AND REBUILT SOAP MACHINERY

We offer to the trade our NEW IMPROVED 600 and 1,200 lb. FRAMES, SLABBERS, CUTTING TABLES, FOOT PRESSES, etc. Send for details.

- 1—10A Blanchard Mill
- 4—Soap Presses, Foot and Power
- 9—Filter Presses, sizes 12" to 42"
- 1—Jones Automatic Soap Press
- 1—Proctor Soap Chip Dryer, complete
- 8—Mixers, 1 to 10 bbls. capacity
- 1—5 Roller Steel Mill
- 3—Jacketed Vertical Crutchers
- 3—1,500 lb. Horizontal Crutchers.
- 200, 600, 800 and 1,200 lb. Frames

Cutting Tables, Slabbers, Kettles, Pumps, Tanks, Filter Presses, Wrapping Machines, Tube Fillers, Closers, Crimpers, Dry Powder Mixers, Frames, Pulverizers, Grinders, Amalgamators, Mixers, etc.

Send for Complete List (Bulletin No. 15)

We buy and sell from single items to complete plants.

Stein-Brill Corporation

183 Varick Street

New York, N. Y.

Phone:

Cable Address:

Walker 5-6892-3-4

"BRISTEN"

Where to buy

RAW MATERIALS AND EQUIPMENT

for the Manufacture of Soaps and Sanitary Products

NOTE: This is a classified list of the companies which advertise regularly in SOAP. It will aid you in locating advertisements of raw materials, bulk and private brand products, equipment, packaging materials, etc., in which you are particularly interested. Refer to the Index to Advertisements, on page 138, for page numbers. "Say you saw it in SOAP."

ALKALIES

American Cyanamid & Chemical Corp.
Columbia Alkali Co.
Dow Chemical Co.
Hooker Electrochemical Co.
Niagara Alkali Co.
Solvay Sales Corp.
Stauffer Chemical Co.
Warner Chemical Co.
Welch, Holme & Clark Co.

AROMATIC CHEMICALS

Budd Aromatic Chemical Co.
Compagnie Parento
Dodge & Olcott Co.
Dow Chemical Co.
P. R. Dreyer, Inc.
A. C. Drury & Co.
E. I. du Pont de Nemours & Co.
Felton Chemical Co.
Fritzsche Brothers, Inc.
Givaudan-Delawanna, Inc.
Magnus, Maybee & Reynard, Inc.
Monsanto Chemical Co.
Naugatuck Chemical Co.
Newport Chemical Works
Polak's Frutal Works
Solvay Sales Corp.
A. M. Todd Co.
Ungerer & Co.
Van Ameringen-Haebler, Inc.
Albert Verley, Inc.

BULK AND PRIVATE BRAND PRODUCTS

An-Fo Manufacturing Co.
Baird & McGuire, Inc.
Chemical Compounding Co.
Chemical Supply Co.
Chicago Sanitary Products Co.
Clifton Chemical Co.
Davies-Young Soap Co.
Eagle Soap Corp.
Federal Varnish Co.
Fergusson Laboratories
Fuld Bros.
Harley Soap Co.
J. L. Hopkins & Co.
Hull Co.
Koppers Products Co.
Kranich Soap Co.
Lethelin Products Co.
New York Soap Corp.
Palmer Products
Philadelphia Quartz Co.
John Powell & Co.
Geo. A. Schmidt & Co.
U. S. Sanitary Specialties Corp.
Warren Soap Mfg. Co.
White Tar Co.
Windsor Wax Co.

CHEMICALS

American Cyanamid & Chemical Corp.
Bowker Chemical Co.
Columbia Alkali Co.

Dow Chemical Co.
E. I. du Pont de Nemours & Co.
General Chemical Co.
Grasselli Chemical Co.
Hooker Electrochemical Co.
Industrial Chemical Sales Co.
Innis, Speiden & Co.
Jungmann & Co.
Mechling Bros. Chemical Co.
Monsanto Chemical Co.
Newport Chemical Works
Niagara Alkali Co.
Philadelphia Quartz Co.
Solvay Sales Corp.
Standard Silicate Co.
Stauffer Chemical Co.
Swann Chemical Co.
Victor Chemical Works
Warner Chemical Co.
Welch, Holme & Clark Co.

COAL TAR RAW MATERIALS

(Cresylic Acid, Tar Acid Oil, etc.)
American Cyanamid & Chemical Corp.
Baird & McGuire, Inc.
Barrett Co.
Koppers Products Co.
Monsanto Chemical Co.
Reilly Tar & Chemical Co.
White Tar Co.

CONTAINERS

Continental Can Co. (Tin Cans)
Maryland Glass Corp. (Bottles)
Metal Package Corp. (Tin Cans)
Owens-Illinois Glass Co. (Bottles)

DEODORIZING BLOCK HOLDERS

Chicago Sanitary Products Co.
Clifton Chemical Co.
Eagle Soap Corp.
Fuld Bros.
Garnet Chemical Corp.
Palmer Products, Inc.
U. S. Sanitary Specialties Corp.

ESSENTIAL OILS

Budd Aromatic Chemical Co.
Compagnie Parento
Dodge & Olcott Co.
P. R. Dreyer Inc.
A. C. Drury & Co.
Fritzsche Brothers, Inc.
Leghorn Trading Co.
Magnus, Maybee & Reynard, Inc.
Polak's Frutal Works
A. M. Todd Co.
Ungerer & Co.
Van Ameringen-Haebler, Inc.
Albert Verley, Inc.

(Continued on Page 136)

Consulting Chemists and Engineers

Specializing in Soaps, Disinfectants, Insecticides, Polishes, Etc.

PEASE LABORATORIES, Inc.

Chemists, Bacteriologists, Sanitarians

39 West 38th Street
New York

Food, Drug and Cosmetic Problems—Compliance with
Official Requirements—Meeting New and Anticipated
Competitions with Improved and New Products

H. A. SEIL, Ph.D

E. B. PUTT, Ph.C., B.Sc.

SEIL, PUTT & RUSBY, INC.

Analytical and Consulting Chemists

Specialists in the Analysis of Pyrethrum Flowers, Derris Root,
Barbasco, or Cube Root—Their Concentrates
and Finished Preparations

ESSENTIAL OILS

SOAP

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STILLWELL AND GLADDING, Inc.

Analytical and Consulting Chemists

Members Association of
Consulting Chemists and Chemical Engineers

130 Cedar Street

New York City

KILLING

strength of Insecticides

by PEET GRADY METHOD

(Official I. & D. code method) and
PYRETHRINS in PYRETHRUM FLOWERS
(by Gnadinger's Method)

We've raised and killed more than 1 million flies in the last 2 years

ILLINOIS CHEMICAL LABORATORIES, INC.
1164 WEST CERMAK ROAD CHICAGO, ILL.

CONSULTANTS

offering their services to manufacturers of
soaps and sanitary specialties should ap-
prise the industry of their facilities through
this professional card department, SOAP
reaches 2,200 manufacturers who need help
of a professional nature.

Skinner & Sherman, Inc.

246 Stuart Street, Boston, Mass.

Bacteriologists and Chemists

Disinfectants tested for germicidal value or phenol co-
efficient by any of the recognized methods.

Research—Analyses—Tests

Entomological Testing Laboratories, Inc.

We offer you a medium for purchasing insecticides
on an intelligent basis.

Entomological testing by the Peet-Grady method, and
chemical examination of insecticides are available.

114 E. 32nd St.

New York, N. Y.

TAUB LABORATORY

Harry Taub, Director

115 West 68th Street, New York City

Analytical and Consulting Chemists

Specializing in Antiseptics, Disinfectants, Insecticides
and Cosmetics

Technical Formulae Developed

Phone TRafalgar 7-1733

A Code For All Manufacturers
Research will prevent obsolescence.

Foster D. Snell, Inc.

Chemists—Engineers

305 Washington St.,

Brooklyn, N. Y.

RAW MATERIAL and EQUIPMENT GUIDE

(Continued from page 134)

NOTE: This is a classified list of the companies which advertise regularly in SOAP. It will aid you in locating advertisements of raw materials, bulk and private brand products, equipment, packaging materials, etc., in which you are particularly interested. Refer to the Index to Advertisements, on page 138, for page numbers. "Say you saw it in SOAP."

MACHINERY

Alsop Engineering Co. (Liquid Handling Equip.)
Blanchard Machine Co. (Soap Powder)
Anthony J. Fries (Soap Dies)
Houchin Machinery Co. (Soap Machinery)
Huber Machine Co. (Soap Machinery)
Illinois Steel Co. (Stainless Steel)
R. A. Jones & Co. (Automatic Soap Presses
and Cartoning Machinery)
Proctor & Schwartz (Dryers)
C. G. Sargent's Sons Corp. (Dryers)
Stokes & Smith Co. (Packing Machinery)

MACHINERY, USED

Consolidated Products Co.
Newman Tallow & Soap Machinery Co.
Stein-Brill Co.

METAL CAPS

Anchor Cap & Closure Corp.
Ferdinand Gutmann & Co.

MISCELLANEOUS

Dobbins Mfg. Co. (Pails, Mop Wringers, etc.)
General Naval Stores Co. (Pine Oil-Rosin)
Hercules Powder Co. (Pine Oil and Rosin)
Industrial Chemical Sales Co. (Decol. carbon, Chalk)
Pylam Products Co. (Lathering Agent)
Rohm & Haas Co. (Insecticide Base)

OILS AND FATS

Industrial Chemical Sales Co.
Leghorn Trading Co.
W. L. Montgomery & Co.
Murray Oil Products Co.
Newman Tallow & Soap Machinery Co.
Theobald Annual By-Products Refinery
Welch, Holme & Clark Co.

PARADICHLORBENZENE

Dow Chemical Co.
E. I. du Pont de Nemours & Co.
Hooker Electrochemical Co.
Monsanto Chemical Co.
Niagara Alkali Co.
Solvay Sales Corp.

PERFUMING COMPOUNDS

Budd Aromatic Chemical Co.
Compagnie Parento
Dodge & Olcott Co.
P. R. Dreyer, Inc.
A. C. Drury & Co.
Felton Chemical Corp.
Fritzsche Brothers, Inc.
Givaudan-Delawanna, Inc.
Magnus, Maybee & Reynard, Inc.
Polak's Frutal Works
Ungerer & Co.
Van Ameringen-Haebler, Inc.
Albert Verley, Inc.

PETROLEUM PRODUCTS

Anderson-Pritchard Oil Corp.
Sherwood Petroleum Co.
L. Sonneborn Sons.

PYRETHRUM AND DERRIS PRODUCTS

Insect Flowers and Powder, Pyrethrum Extract, Derris Products
An-Fo Mfg. Co. (Extract)
W. Benkert & Co.
Derris, Inc.
J. L. Hopkins & Co.
McCormick & Co.
McLaughlin, Gormley, King Co.
Murray & Nickell Mfg. Co.
S. B. Penick & Co.
John Powell & Co.
Sherwood Petroleum Co.
Cyrus Ward & Co.

SOAP COLORS

A. C. Drury & Co.
Fezandie & Sperrle
Interstate Color Co.
Pylam Products Co.

SOAP DISPENSERS

Clifton Chemical Co.
Eagle Soap Corp.
Fuld Bros.
Garnet Chemical Corp.
Palmer Products
U. S. Sanitary Specialties Co.

SODIUM SILICATE

American Cyanamid & Chemicals Corp.
General Chemical Co.
Grasselli Chemical Co.
Mechling Bros. Chemical Co.
Philadelphia Quartz Co.
Standard Silicate Co.

SPRAYERS

Breuer Electric Mfg. Co.
Dobbins Mfg. Co.
Electric Sprayit Co.
Getz Exterminators
Hudson Mfg. Co.
Lowell Sprayer Co.
U. S. Sanitary Specialties Corp.
J. A. Vaughan Mfg. Co.

STEEL CONTAINERS

John Trageser Steam Copper Works (Pails and Drums)
Wilson & Bennett Mfg. Co. (Pails and Drums)

TRI SODIUM PHOSPHATE

American Cyanamid & Chemicals Corp.
Bowker Chemical Co.
General Chemical Co.
Grasselli Chemical Co.
Swann Chemical Co.
Victor Chemical Works
Warner Chemical Co.

Olive Oil

Olive Oil Foots

Deliveries spot and future in barrels, tank cars, drums or tank wagons.

ESSENTIAL OILS

Lemon—Bergamot—Orange

LEGHORN TRADING CO.
INC.

155 East 44th St., New York

Phone: VAnDerbilt 3-6361-2-3

ITALY—SPAIN—GREECE—TURKEY—AFRICA

GETZ PATENT BLOWER

This is the blower used by us exclusively on all our contract work in the distribution of our Getz Cockroach and Ant Exterminator and our Getz Bedbug Exterminator.

It is made of the best rubber cloth obtainable, with tin top and bottom. The spring, which gives it a tremendous pressure, is made of the best coppered steel spring wire. The blower holds about one-quarter pound of powder. For quick and careful, as well as thorough work, it has no equal.

All Rubber Heavy Duty type blowers retail for 75c each or \$9.00 per dozen.

Rubberized Cloth blowers retail at 50c each or \$6.00 per dozen.

In 3 dozen lots or more on any single order a 25% discount will be allowed.

All merchandise sold F. O. B. St. Louis.

When check accompanies order merchandise will be sent prepaid, otherwise it is sent C. O. D. Parcel Post. All blowers are guaranteed for 90 days. Blowers may be repaired for 25c each, plus carrying charges to and from St. Louis Factory via Parcel Post. When rubber wears out, send in top, bottom, springs and new cover will be replaced at above charges.

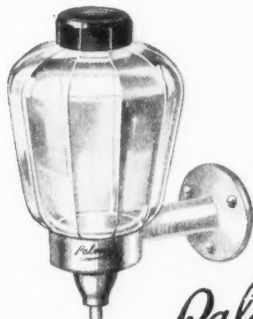
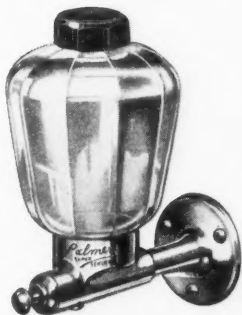
GETZ EXTERMINATORS, Inc.

1135-39 Pine Street

St. Louis, Missouri

PALMER SOAP DISPENSERS

The Palmer SUPER SERVER Dispenser (right) is priced very low, but has no equal in value. Metal parts are non-corrosive, stainless, chrome alloy. One piece bracket in beautiful satin chrome-like finish. Valve parts easily removed for cleaning or replacement. Crystal glass decagon bowl (opal glass on special order)—decagon black bakelite cap. Large 1-inch opening makes filling easy—no need for removing or inverting bowl. The lowest priced push-in dispenser—yet neat, compact, durable.



The Palmer "D.C." Dispenser (dependable construction), shown at the left, is the lowest priced dispenser offered. Has simple, positive spring-controlled valve. All metal parts chrome nickel plated. Fill through large 1-inch top opening without removing or inverting bowl. Crystal glass decagon bowl (opal glass on special order)—with decagon black bakelite cap.

Palmer
PRODUCTS INC.
WAUKESHA, WIS.
Adjacent to Milwaukee



PYLA-ODORS

COLOR AND PERFUME
IN A SINGLE OPERATION

BATH SALTS
LIQUID SOAPS
PARA BLOCKS
NAPHTHALENE

FAST COLORS
LASTING ODORS
MODERATE PRICES

PYLAM PRODUCTS CO., Inc.

Mfg. Chemists, Importers, Exporters

799 GREENWICH STREET, NEW YORK CITY

CABLE ADDRESS PYLAMCO

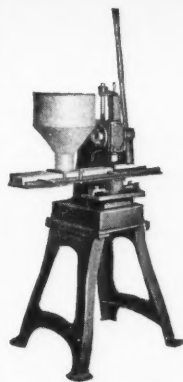
INDEX TO ADVERTISERS

For product classification see pages 134 and 136

* For Further details see announcement in 1934 SOAP BLUE BOOK.

Alsop Engineering Co.....	131	*Leghorn Trading Co.....	137
*American Cyanamid & Chemical Corp.....	126	Lethelin Products Co.....	130
Anchor Cap & Closure Corp.....	8	Lowell Sprayer Co.....	May
Anderson-Prichard Oil Corp.....	90	Magnus, Mabee & Reynard, Inc.....	91
An-Fo Manufacturing Co.....	132	Manufacturing Chemist.....	May
*Baird & McGuire, Inc.....	81, 92	Maryland Glass Corp.....	6
*Barrett Co.....	110, 111	*McCormick & Co.....	77, 78
*W. Benkert & Co.....	100	McLaughlin Gormley King Co.....	70, 71
Blanchard Machine Co.....	May	Mechling Bros. Chemical Co.....	64
Book Advertisement.....	108	Metal Package Corp.....	82, 83
*Bowker Chemical Co.....	140	Monsanto Chemical Co.....	67
*Breuer Electric Mfg. Co.....	127	W. L. Montgomery & Co.....	131
*Budd Aromatic Chemical Co.....	122	Murray & Nickell Mfg. Co.....	115
Chemical Compounding Co.....	119	Murray Oil Products Co.....	139
Chemical Supply Co.....	124	Naugatuck Chemical Co.....	May
Chicago Sanitary Products Co.....	126	*Newman Tallow & Soap Machinery Co.....	128
*Clifton Chemical Co.....	7, 88	New York Soap Corp.....	48
*Columbia Alkali Co.....	20	*Niagara Alkali Co.....	13
Compagnie Parento.....	140	Owens-Illinois Glass Co.....	May
*Consolidated Products Co.....	129	Palmer Products.....	137
*Continental Can Co.....	3	Pease Laboratories.....	135
*Davies-Young Soap Co.....	11	*S. B. Penick & Co.....	72, 73
Derris, Inc.....	80	Philadelphia Quartz Co.....	60
Dobbins Mfg. Co.....	122	Polaks Frutal Works.....	46
Dodge & Olcott Co.....	36, 84	R. L. Polk & Co.....	May
*Dow Chemical Co.....	86	*John Powell & Co.....	68, 69, 130
*P. R. Dreyer, Inc.....	118	*Proctor & Schwartz, Inc.....	62
*A. C. Drury & Co.....	132	Pylam Products Co.....	137
*E. I. duPont de Nemours & Co.....	4, 104	Reilly Tar & Chemical Co.....	121
Eagle Soap Corp.....	2nd Cover	Rohm & Haas Co.....	78
Electric Sprayit Co.....	85	*C. G. Sargent's Sons Corp.....	64
Electro Bleaching Gas Co.....	13	Geo. A. Schmidt & Co.....	May
Entomological Testing Laboratories.....	135	Seil, Putt & Rusby.....	135
Federal Varnish Co.....	52	Sherwood Petroleum Co.....	123
Felton Chemical Co.....	10, 112	Skinner & Sherman.....	135
Fergusson Laboratories.....	120	Foster D. Snell.....	135
Fezandie & Sperrle.....	130	Soap Trade & Perfumery Review.....	62
Fort Shelby Hotel.....	140	*Solvay Sales Corp.....	120
Anthony J. Fries.....	64	*L. Sonneborn Sons.....	106
Fritzsche Brothers, Inc.....	12	Sprayit.....	85
Fuld Brothers.....	66, 75	Standard Silicate Co.....	58
Garnet Chemical Corp.....	132	Stauffer Chemical Co.....	48
*General Chemical Co.....	May	Stein-Brill Corp.....	133
General Naval Stores Co.....	116	Stillwell & Gladding.....	135
Getz Exterminators.....	137	*Stokes & Smith Co.....	38
*Givaudan-Delawanna, Inc.....	Front Cover, 74	*Swann Chemical Co.....	130
Grasselli Chemical Co.....	30	Taub Laboratory.....	135
Ferdinand Gutmann & Co.....	133	Theobald Animal By-Products Refinery.....	42
Harley Soap Co.....	132	A. M. Todd Co.....	50
Hercules Powder Co.....	May	John Trageser Steam Copper Works.....	131
*Hooker Electrochemical Co.....	May	Ungerer & Co.....	3rd Cover
J. L. Hopkins & Co.....	102	U. S. Sanitary Specialties Corp.....	May
Houchin Machinery Co.....	Back Cover	*Van Ameringen-Haebler, Inc.....	34
Huber Machine Co.....	139	J. A. Vaughan Mfg. Co.....	89
Hudson Mfg. Co.....	87	Albert Verley, Inc.....	9
The Hull Co.....	139	*Victor Chemical Works.....	52
Illinois Chemical Labs.....	135	Cyrus Ward & Co.....	114
Illinois Steel Co.....	54	*Warner Chemical Co.....	42
Industrial Chemical Sales Co.....	24	Warren Soap Mfg. Co.....	129
*Innis Speiden & Co.....	46	*Welch, Holme & Clark Co.....	50
Interstate Color Co.....	60	*White Tar Co.....	133
R. A. Jones & Co.....	14	Wilson & Bennett Mfg. Co.....	124
Jungmann & Co.....	117	Windsor Wax Co.....	125
*Koppers Products Co.....	113		
Kranich Soap Co.....	53		

Every effort is made to keep this index free of errors, but no responsibility is assumed for any omission.



Step Up Your Productive Efficiency!

To meet modern competitive conditions your cost of production on para blocks must be low. Keep it that way with the Huber hand lever press—far more efficient and economical than cheap foot presses.

On the right, an efficient machine for the production of liquid soap as well as for reducing the base. Also suitable for small batches by the cold process. Ideal all-purpose machine for small plant. Six sizes.

Cheap Machinery Only Means Repair Bills.

Don't Let Break-Downs Clog Your Production Line.

HUBER MACHINE CO.

259 46th Street

Brooklyn, N. Y.

Makers of Good Soap Machinery for Forty Years



—New Production—

MOP-CO-65%

Boiled Down Cottonseed Soap

Recent improvements now enable us to submit the above as the *best product* of its kind on the market.

If you will advise when next in the market we are certain that you will often find our *prices lower* and service more satisfactory.

We always carry large spot stocks ready for immediate deliveries.

MURRAY OIL PRODUCTS CO., INC.

Members

N. Y. Produce Exchange

Oil Trades Ass'n of N. Y.

21 WEST ST.

NEW YORK, N. Y.

**POWDERED METAL POLISH
RADIATOR CLEANER
STOP-LEAK**

in bulk

THE HULL COMPANY

305 Washington Street

Brooklyn, N. Y.

MODERN COSMETICS

Four hundred pages of practical, usable information for the manufacturer of cosmetics. Complete and authoritative, the result of more than a year's work carefully compiling and checking information. This is the first practical manual for the manufacturer, covering every phase of cosmetic manufacturing. A valuable reference book, yet it is written so clearly and with a minimum use of technical terms that it will be found particularly valuable to the manufacturer with limited technical training.

Price - Six Dollars - Order from

MAC NAIR-DORLAND COMPANY, Inc.

136 LIBERTY STREET

NEW YORK CITY



BOX-MATTRESSED BEDS AS COMFORTABLE *As Your Own*

THEY'RE so soft and thick and downy—these Shelby beds. And 100 of them are 8 feet in length—for tall people. All of Hotel Fort Shelby's 900 rooms and suites have circulating ice water—private bath and tip-eliminating servidors. Rooms \$2 to \$10. Suites \$6 to \$25.

Three popular priced restaurants. Garage. Lobby Shops.
A location in the heart of
Detroit—near everything.



HOTEL Fort Shelby

MAYNARD D. SMITH
President
DETROIT

"AGLOW WITH FRIENDLINESS"

CRYSTINTS

PERFUME and color Para Blocks and Crystals, Bath Salts and Moth Balls in one operation.

The use of Crys-Tints eliminates doubtful results for they provide uniform distribution of Odor and Color and are extremely lasting and stable.

Orange Blossom	Narcisse	Violet
New Mown Hay	Wisteria	Lilac
Carnation	Oriental	Rose
Lavender	Jasmin	Pine

8 OUNCES TO 100 LBS., RECOMMENDED

\$1.50 per Lb.
Double Strength, \$2.90 per Lb.
Series D—Uncolored, \$.50 per Lb.
Series E—Uncolored, \$1.00 per Lb.

Compagnie Parento, Inc.

CROTON-ON-HUDSON, N. Y.
NEW YORK CITY TORONTO

TRISODIUM PHOSPHATE DISODIUM PHOSPHATE

Preferred for their colorless crystals, uniform size and sparkling appearance. Prompt deliveries made from convenient distributing points. Packed in 325-pound paper-lined barrels and paper-lined kegs. Also in bags.

BOWKER CHEMICAL COMPANY

420 Lexington Ave., New York

Unco SAPODORS

WE now offer this well known series of outstanding soap odors at unusually attractive prices. New types and modifications of the old products, retain for Sapodors the distinction of the best and most complete soap odor group.

At
\$1.50 to
\$2.50 pound

Citron
Eau de Cologne
Lilac Persian
Lavandette
Rosette
Violette Italian

At
\$2.50 to
\$3.75 pound

Almond
Heliotrope
Jasmin
Lavender
Lilac
Sweet Pea

At
\$3.75 to
\$4.50 pound

Carnation
Gardenia
Hawthorn
Lemon
Mignonette
Valley Lily

Many Bouquet Types Also Available

UNGERER & CO.

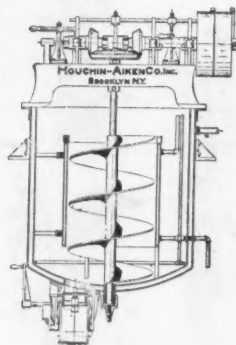
13-15 West 20th St.

NEW YORK

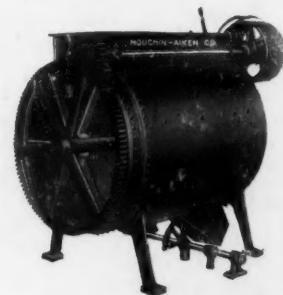
NEW and USED HOUCHIN SOAP MACHINERY



Perfection Crutcher
Sliding Gate Valve



Perfection Crutcher Cross
Section View Plunger
Type Valve



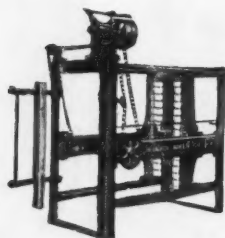
Horizontal Crutcher



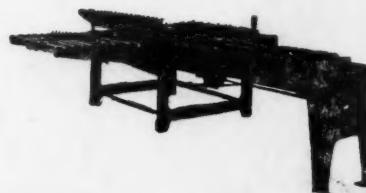
Empire State
Press



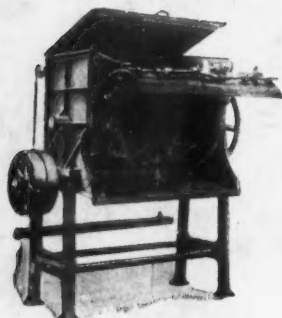
Standard
Soap Frame



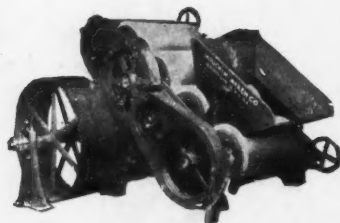
Automatic Power
Slabber



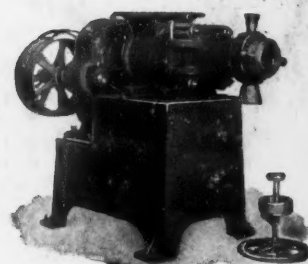
Automatic Power Cutting
Table



Ideal Amalgamator



4-Roll Mill
Mills built with 3 to 12 Chilled
Iron or Granite Rolls



Spur Gear 10" Screw Plodder
Plodders furnished with 2 1/2"
to 12" screws

Write Us For Information Regarding MILL-LESS Method for Making Toilet Soap

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FORMERLY HOUCHIN-AIKEN CO., INC.

HAWTHORNE, NEW JERSEY
